

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 85

AUGUST 8, 1931

Number 6

HERE'S SALES APPEAL!

GIVE the retail dealer meat wrapped in attractive, transparent Cellophane, and he will give it preferred position in his store.

Show Mrs. Consumer your meat through Cellophane and she will show preference for your products. Your label gives her confidence in the meat; transparent Cellophane assures her it is clean, sanitary, appetizing. Du Pont Cellophane Company, Inc., Empire State Building, New York City.



Cellophane

Cellophane is the registered trademark of the Du Pont Cellophane Company, Inc., to designate its transparent cellulose sheeting.

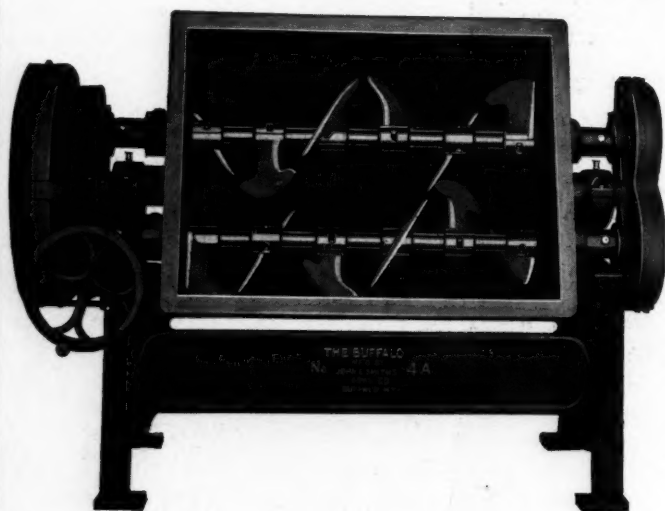
Notice the sales appeal here in this striking array of Cellophane - wrapped products of Kingan & Co., Indianapolis, Ind.



*Experts agree that proper mixing
requires a separate operation*

“BUFFALO”

Mixer



Center tilting hopper saves power and labor. Silent chain drive assures noiseless operation.

**Prominent Packers
Use It to Produce
QUALITY SAUSAGE**

THE principle of thoroughly mixing sausage meat in a machine like the **“BUFFALO”** Mixer is established with the most successful manufacturers of **quality sausage**. They have found that this machine, with its scientifically arranged paddles, gives the proper **kneading action**, which insures a **tasty, uniformly seasoned** product.

Write for full details and prices

JOHN E. SMITH'S SONS COMPANY

50 Broadway

Buffalo, N. Y.

AN OPEN LETTER to the Sausage Making Industry on OBSOLESCENCE

IN a recent issue of THE NATIONAL PROVISIONER, there was a splendid article on "Obsolescence." The article referred especially to obsolescence of machinery and equipment, and showed the losses that every packer has to absorb who continues to use machinery and equipment after greatly improved machinery and equipment for accomplishing the same purposes is available.

The article in question touched only lightly on the subject of obsolescence of raw material and supplies, which is even more important if a sausage manufacturer is to make the greatest possible profits on his output under present conditions.

Many manufacturers of sausage and meat loaf are still using raw onions, raw garlic, and canned pimiento, simply because their sausage foreman used these products in his boyhood and objects to changing methods, which he and his forefathers have come to regard as standard. It is, of course, difficult to induce an old-timer to change his methods without a struggle, but the intelligent plant manager is not going to let obsolete practices continue if modern and improved methods of accomplishing the same results are available and will save money and increase profits.

Every manufacturer of sausage or meat loaf who has used CALVEG Pimiento Flakes during the past year knows that they save him approximately one-third of the cost of the better grades of canned pimiento and knows that the flavor, color, and consistency of the flakes is just as satisfactory in every respect in the finished product as the canned pimiento.

Every sausage maker who uses onions and garlic knows the time, trouble, labor, losses, and waste involved in handling the fresh vegetables.

The fact that these vegetables have been handled for centuries in no way reduces the objections to them. CALVEG Garlic and Onion Powders do away with all these objections, and the net cost of the powders when bought in discount quantities will save money every time to the sausage maker who really knows his costs and is on the lookout for ways to save money.

Another thing—every sausage maker knows that it is impossible to maintain a uniform strength of either onion or garlic flavor in sausage when using the fresh vegetables. One week the flavor will be too strong, the next week it won't be strong enough. This is due to the fact that the fresh vegetables vary very materially in strength, owing to varying moisture content. CALVEG Garlic and Onion Powders contain 5 per cent moisture. The same percentage of our powders in sausage will produce identically the same strength of flavor day in and day out, month in and month out.

The day when manufacturers could afford to take for granted their present method of doing things as the best and cheapest, without considering new equipment, new methods, new materials, has long since passed. Obsolescence is likely to be present in any plant today, and whether it is obsolescence of machinery and equipment, or of materials and supplies, it means a loss and generally a considerable loss. We are now beginning to pack Garlic Powder, Onion Powder, and Pimiento Flakes for the coming 12 months, and will make most favorable terms and prices to packers and sausage makers who will contract now for their season's requirements. Let us quote you on these three items and give you detailed information as to how we can save you money and increase your profits through the use of CALVEG Onion Powder, Garlic Powder, and Pimiento Flakes.

CALIFORNIA VEGETABLE PRODUCTS COMPANY

BURBANK, CALIFORNIA

Also: Green Bell Pepper Flakes, Onion Flakes, Vegetable Meat Loaf Mixture, Chili Powder

Strongly Reinforced

Examination of the illustration below will show you that reinforcement is used wherever stress or wear is greatest. For example:

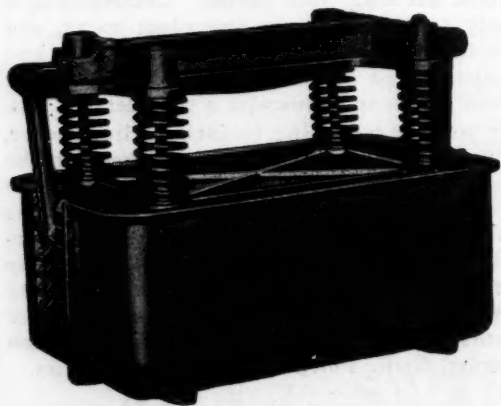
Extra thickness and heavy construction wherever bolts are threaded into metal.

Ribbed reinforcements on all flat surfaces—cross arm, bottom of bowl, catch arms, pressure plate, edge of bowl, etc.

We don't say **HOFFMANN** Ham Boilers won't wear out, but we do say they will give you a new conception of how long ham boiling equipment should last. Longer life is *built into every* **HOFFMANN** Ham Boiler.

Send for details

HOFFMANN HAM BOILERS



The Hoffmann Ham Boiler Company
1617 Market St., Denver, Colo.

"United's Service"

provides
economical and efficient
COLD STORAGE
ROOMS



*Get our proposal and
specifications on your next job*

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Main Factory: Lyndhurst, N.J. Branch Offices in Principal Cities

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COTTON

E. S. HALSTED & CO. Inc.

64 Pearl Street

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JOSEPH WAHLMAN (formerly with Armour & Co.) Dept. Mgr.

Makers of Quality Bags since 1876

BRUSHES

Refill or New

for the Meat Packing and Allied Industries

Barrel Washing Machine Brushes * Vat
Washing Machine Brushes * Beef Casing
Sliming Machine Brushes * Government Die
Pad Brushes * Fountain Brushes * Wire
Brushes * Push Brooms * Sausage Brushes
Scrub Brushes

HAISLER BROS. CO.

740 N. Franklin St.

Chicago, Ill.

BEMIS BAGS

IDENTITY Preserved

When you ship pork sausage and bologna already wrapped in Bemis Covers, printed with your trademark or label, the identity of your brand is preserved as well as the meat's cleanliness and flavor. Write for samples and prices.

BEMIS BRO. BAG CO.

Specialty Dept.: 420 Poplar St., St. Louis, Mo.
LR 602

THE NATIONAL Provisioner

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Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 85. No. 6

AUGUST 8, 1931

Chicago and New York

Standard Classes and Grades of Slaughter Hogs Suggested for All Markets

Tentative grades for slaughter hogs have been worked out by the government in cooperation with packers and hog producers.

These proposed grades appear to be simple, practical and easy of application. They are now submitted to the packing industry and the farmers for trial.

Plans have been under way for a long time to develop classes and grades of slaughter hogs that would apply at all markets and concentration points where hogs are bought and sold.

The establishment of grades and classes for hogs is believed to offer advantages both to packer and hog producer. Through them the packer can give instructions as to the class, grade and weight specification he wants; the producer is able, by studying market quotations, to have a good idea of what his hogs are worth in the various markets.

Five General Classes

Slaughter hogs under this plan are divided into five general classifications. These are

BARROWS AND GILTS
SOWS
STAGS
BOARS
PIGS

However, the working out of grades within these general classes has proved a difficult task.

As the result of many conferences between representatives of the Institute of American Meat Packers, the National Swine Growers' Association and the Bu-

reau of Agricultural Economics of the U. S. Department of Agriculture, tentative U. S. standards for classes and grades of slaughter gilts and barrows have been worked out.

These grades for slaughter gilts and barrows include

CHOICE
GOOD
MEDIUM
CULLS

depending on the varying degrees of finish, quality and conformation.

Two kinds of Choice hogs are provided for—Meat Type and Fat Type.

The tentative descriptions follow:

Meat and Fat Types.

CHOICE.—Choice or finished hogs carry sufficient fatness and firmness,

quality and conformation to yield highest grade standard cuts. Skin is smooth, clean, and free from wrinkles.

The choice grade is further divided into two sub-groups—choice meat type and choice fat type.

1.—CHOICE MEAT TYPE.—These hogs are well finished and firm.

Their snouts are moderately firm, straight and of medium length. Jowls are light, trim and neat. Necks are short, with no crest on top.

Shoulders are light and smooth, compact on top and no wider than the rest of back. Back and loins are strong and full, of good length and with slight arch from neck to tail. Sides or bellies are long, smooth, filled out even with shoulders and loins and of good depth.

Trim underline, showing no flabbiness or paunchiness, trim, neat and full at the flank. Rumps are the same width as back, dropping gradually from loin to tail. Hams are firm and well



CHOICE MEAT TYPE HOGS POPULAR WITH MOST PACKERS.

These meat type hogs have been selected from all breeds. Their average weight is somewhere between 225 and 250 lbs. They carry a large proportion of lean to fat, are smooth and well finished and produce the kind of cuts in greatest demand in the domestic trade. This type of hog tops the grades in the recent tentative standards submitted by the U. S. Department of Agriculture to the swine growing and meat packing industries for slaughter grades of gilts and barrows.

rounded, no flabbiness on inside facing or on hocks.

The choice meat type carries a large percentage of lean cuts, representing a high degree of meatiness.

2.—CHOICE FAT TYPE.—This type possesses a high degree of conformation, finish and quality.

The body of an individual of this grade is moderately long, wide and deep, being uniform in width from shoulders to ham, inclusive. The top line is arched. The underline and side lines are straight. The animal carries a large proportion of fat to lean.

The head is small, the jowls smooth. The neck is short and thick. Shoulders are smooth. The back is moderately long, wide and full. Sides are moderately long, deep, thick, even and straight. Flanks are thick. The hams are wide, thick and plump. External fat is thick, smooth and very firm.

Good and Medium Grades.

GOOD GRADE.—These hogs are slightly lacking in finish but have sufficient finish, quality and conformation to indicate the production of good standard cuts.

The body of an individual of this grade is of good length. The width from shoulders to hams inclusive is good. Top line, underline and side lines may be slightly irregular. A good proportion of lean to fat.

The neck, head and jowls are reasonably proportioned. Shoulders are generally smooth. The back is of good length, depth and thickness, with moderately thick flanks. Hams are of good conformation and plumpness. External fat is firm and of good proportions throughout. Skin is free from wrinkles and reasonably smooth and clean.

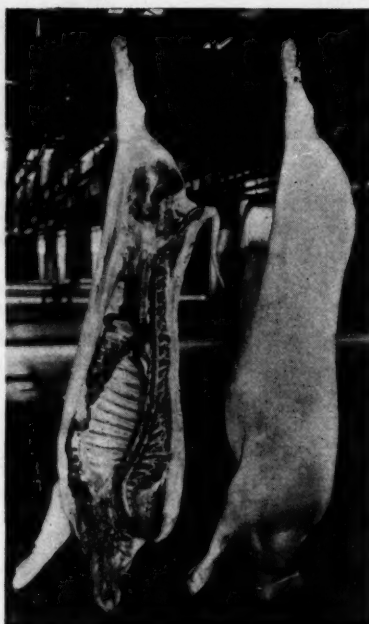
MEDIUM GRADE.—This grade is lacking in finish, quality and firmness, so as to indicate a fair proportion of standard cuts and usually a low yield of total carcass value.

A medium slaughter barrow or gilt possesses a low degree of conformation, finish and quality.

The body of an individual of this grade is long, narrow and shallow. The width from shoulders to hams inclusive is uneven. Top lines, under lines and side lines are irregular. The head is generally large, the jowls thin. Shoulders are rough or lacking in finish. The back is long, narrow and lacking in fullness. Sides are long, shallow, thin, uneven and irregular. Flanks are thin. Hams are narrow, thin and lacking in plumpness. A small amount of external fat is carried. Skin is often rough or wrinkled.

What Goes Into Culls.

CULLS.—This grade includes all hogs too poor in finish, quality, firmness or



MEAT TYPE HOG ON THE RAIL.

The large proportion of lean to fat, also the general quality of choice meat type hogs is well illustrated by the above carcass. The hog is well finished, has a moderate covering of fat, the skin is smooth and free from blemishes, and the carcass will yield all high-quality primal cuts.

conformation to indicate the production of standard commercial cuts.

Cull grade slaughter barrow or gilt possesses a very low degree of conformation, finish and quality, and includes skips.

The body of an individual of this grade is long, very narrow and extremely shallow. The width of body from shoulders to hams inclusive is very uneven. Top line, underline and side lines are very irregular.

The head is very large and the jowls very thin. The neck is very long and very thin. Shoulders are extremely rough. The back is long, very narrow and entirely lacking in fullness. Sides are long, very shallow, very thin, very uneven, and very irregular. Flanks are extremely thin. Hams are extremely thin and skippy.

External fat is negligible. Skin is extremely rough and wrinkled. Practically all primal parts are unmerchantable as standard cuts and are usually converted into trimmings.

Definitions of Classes.

The department furnishes the following general definitions of the five classes of market hogs, listed above:

Barrows and gilts include castrated males showing no pronounced indications of sex development, and females that have not produced pigs and are not in an evident stage of pregnancy.

Sows are females that show evidence of having produced pigs or are in an evident stage of pregnancy.

Stags are castrated males showing pronounced indications of sex development or characteristics.

Boars are uncastrated males.

Pigs embrace the smaller animals unsuitable for making market cuts and which are usually sold in carcass form.

Weight Ranges Suggested.

Weight divisions provided for barrows and gilts are within a narrow range in the lighter weights, and in a somewhat wider range as weight increases. They are as follows:

120 to 140 lbs.
140 to 160 lbs.
160 to 180 lbs.
180 to 200 lbs.
200 to 220 lbs.
220 to 240 lbs.
240 to 270 lbs.
270 to 300 lbs.
300 to 330 lbs.
330 to 360 lbs.
360 to 400 lbs.
400 lbs. and heavier

In addition to the weight ranges shown for barrows and gilts, the following are suggested for other classes:

Sows—

270 lbs. and down
270 to 300 lbs.
300 to 330 lbs.
330 to 360 lbs.
360 to 400 lbs.
400 to 450 lbs.
450 to 500 lbs.
500 to 600 lbs.
600 lbs. and heavier.

Stags and boars—No divisions.

Pigs—

100 to 130 lbs.
100 lbs. and down.

Tentative Standards Outlined.

In submitting the tentative U. S. standards for classes and grades of slaughter barrows and gilts, under date of July 31, 1931, C. W. Kitchen, acting chief of the Bureau of Agricultural Economics, said:

"Considerable study has been given to the subject of standards for slaughter hogs by the livestock marketing specialists of the bureau. Earlier this year a draft of such standards was furnished to the various interested groups in the livestock industry. Criticisms and suggestions were requested.

"Based upon suggestions received and after discussion of the subject with representatives of interested groups in the industry, these definitions of classes and descriptions of grades of slaughter barrows and gilts have been agreed upon and are recommended as tentative standards for these classes and grades of slaughter hogs.

"The bureau believes that the marketing of slaughter hogs on the basis of definite standards, uniformly ap-

(Continued on page 46.)

Meat Truck Built on Bus Chassis Simplifies One Packer's Delivery Problems

Whoever thought of applying the motor bus idea to meat deliveries?

What packer stopped to figure the cost of lifting heavy meat packages to and from high floors of regular truck bodies, either in wear and tear on the driver, or in loss from breakage?

Probably the answer is the same as that to the long-asked question: "Why will a packer deliver a 10-lb. pail of lard to a customer 5 miles away in a 3-ton truck?"

Because he never stopped to think!

Carl Fischer was brought up in his father's plant. He learned the "why" of everything. So when he came to a place of authority in the Henry Fischer Packing Co., of Louisville, Ky., he was ready to put into practice some of the ideas that had sprouted in his young and inquiring mind.

Applying the Motor Bus Idea.

One of these ideas had to do with truck deliveries, both local and long-distance.

As he saw his men do what he often

had done—lift and strain to raise or lower heavy packages to and from the floor level of the standard truck body, and perhaps drop and smash one occasionally—he remembered the low-hung motor buses that roared past him on the road. And that gave him the idea.

"I learned," he said recently, "how difficult it is to load a truck with a high floor and what a task it is to unload it, particularly when the load is composed of heavy boxes or barrels to be delivered in a busy downtown section of the city, perhaps where skids cannot be used.

"Many large packages are too heavy for the average truck driver to handle. The result is they are sometimes dropped from the truck and damage results. And few people who have not gone through the ordeal can appreciate the physical energy expended in driving the heavy ordinary truck over long routes. It is a job that takes the life out of even experienced drivers who are hardened to the job.

Floor 24 Inches From Ground.

"I had these thoughts in mind when I conceived the idea of using a bus chassis for meat truck work. Even the local White agency was skeptical when

I told them I wanted a bus chassis for truck work, and it was only by persistence on my part that they consented to sell it for this purpose. It was placed in service December 15, 1930, and has given such excellent service that another of the same type was later put on the job."

The first bus chassis truck of the company, and probably the first in the meat packing industry, is shown in the accompanying illustration. The body is insulated, and is mounted on a White model 65 with a special rear axle. The truck measures 24 ft. long over all. The body is 13 ft. long and 92 in. wide, and the truck has an over all height of 8 ft. The body is 70 in. high inside and the floor is only 24 in. from the ground.

Has An Aluminum Body.

The sides, top and ends of the body are of aluminum sheets, and the doors are of the same material. They fit airtight, but are not insulated. Aside from the oddity of mounting a truck body on a motor bus chassis, the job has many interesting features not usually found in a vehicle to be used for the transportation of meat products.

The cab is of the de luxe type, with



FEATURES OF THIS TRUCK ARE ITS LOW FLOOR AND ITS EASE OF HANDLING AND ITS ADVERTISING VALUE.

This is the first bus chassis, as far as known, to be adapted to the transportation of meat products. Its outstanding features are the ease and speed with which it can be loaded and unloaded, due to its low floor, its ease of handling and the facilities that have been added to increase ease and safety of operation.

The truck has a speed of 65 miles per hour, but is governed to 35 miles. It is in daily service carrying meat products between Louisville, Lexington and Winchester, Ky., a round trip of 226 miles.

Its high-grade sign job also makes it a valuable rolling advertisement for the company's products.

a comfortable leather chair for the driver and two folding auxiliary seats for helpers when these are necessary. The interior of the cab is very roomy and affords an abundance of space for package orders. Some of the other outstanding features are Westinghouse air brakes, an automatically-controlled electric system which supplies four dome lights in the body, four tail lights, the headlights and seven marker lights on the front and corners of the cab.

Signal devices are an electric horn for use in cities and a compressed air type bus horn for use on country roads. The windshield wipers are also operated by compressed air. All the lighting circuits are equipped with tell-tale indicator lights on the dash in plain view of the driver.

The wheel base is 180 in., and while the truck is wider than the conventional types, the drivers report that it maneuvers with equal ease, loaded or light, in the narrow streets of the small towns through which it is operated.

This truck is capable of making 65 miles per hour, but due to the hilly country and sharp curves over which it is operated it is governed to 36 miles per hour. At this speed, it is said, it is hardly necessary to slow down for any curves, as the center of gravity is very low.

Covers 226 Miles Daily.

The truck at the present time is being operated between Louisville, Lexington and Winchester, Ky., a round trip distance of 226 miles.

"Our drivers," Mr. Fischer says, "are very proud of these trucks, for they have the same ease when on the road as a bus passenger. When they arrive at the last stop they are still physically fresh, and during the entire trip there is no heavy work to irritate. As a result the driver approaches a customer in a better mood.

"And finally, when the driver returns to the plant after unloading anywhere from 6,000 to 9,000 lbs. of orders, covering 226 miles and being on the job for 12 hours, he feels better by far than any of the drivers on the local routes. Each driver alternates in the service, covering three long routes and three short local routes each week."

Good Advertising on Wheels.

But outside of the purely utilitarian features of a truck of this type there are other apparent advantages that would seem to increase its value. In these days when so many motor vehicles are on the highways it is only the outstanding ones that receive more than passing notice. In the case of this truck, its fine appearance makes it of more than usual value in advertising the firm and its products.

The truck is painted with blue letter-

ing on a background of yellow. On each side panel is reproduced in natural colors a variety of the sausage and ready-to-serve specialties manufactured by the company.

The maintenance of this advertising is inexpensive. "Oh, I couldn't afford a paint job like that," said another packer to Henry Fischer as he looked at this de luxe truck. "It would cost too much to repaint."

"Why repaint?" replied Henry. "All

we have to do is to revarnish every six months, and we have the sign as good as new."

Little tricks like this low-hung bus chassis, to save labor and breakage, and this high-grade sign work simply maintained, are among the reasons why Henry Fischer has built this business from a sausage factory in a back shed to one of the most modern and successful small meat packing enterprises in the country.

Chicago Sausage Campaign Lags Due to Lack of Wholesale Trade Support

Thousands of Chicagoans have decided that dry sausage is a good food. Prompted by the hot weather and the Meat Council's sausage campaign, many American-born housewives have been trying out this old-world delicacy for the first time. Reports from some of the participants in the campaign indicate that there has been a noticeable increase in the amount of dry sausage consumed in the last few weeks.

"Say, what's the matter with the wholesalers and manufacturers who are supposed to supply me with material in the Meat Council Sausage campaign," a North side retailer asked the Meat Council representative who was conducting a campaign survey of the city's retail meat shops.

"I got the first two batches of material that the council sent out but I haven't received any since. I got such good results from the window streamers and recipe cards that I have been asking every meat salesman and truck driver who comes into my store for more, but I have not succeeded in getting any yet." His name is on file at Meat Council Headquarters.

His story was similar to that of several other merchants interviewed in the shopping district around Wilson Avenue. Some of the retailers were merely showing the material they did have, without making any attempt to tie-in with displays of the advertised meat, apparently relying on the advertising material to do all the work.

He Needs Education.

"Most people's knowledge of sausage," said one retailer, who apparently didn't realize that the recipe slips tell about the sausage being featured and ways to use it, "is limited to frankfurters, bologna and liver sausage. When we suggest that they try luncheon specialty, they are apt to ask what it is or to conceal their ignorance by signifying that they don't wish any. There was a great demand for the frankfurter and liver sausage recipe cards, but the others have not gone nearly so well."

Meat Council headquarters is interpreting the results of the survey as indicating that the merchants on the North Side of Chicago are more interested and enthusiastic about the campaign than those in the South Side districts surveyed.

Prior to the opening of the sixth period of the campaign on Monday, August 10, William H. Gausselin, chairman of the Meat Council committee on sausage, has appealed to packers and sausage manufacturers to see that the cooperation of the retailers is secured and held. Mr. Gausselin points out in his bulletin that the campaign should not be looked upon in a spirit of "half of it over," but "half of it ahead."

Frankfurters Come Next.

It is probable that the merchandising service of the Chicago Evening American will cooperate in the campaign by visiting a number of key retailers next week to see that they have a plentiful supply of material and to aid them in utilizing it.

Frankfurters will be the featured sausage during the next period of the campaign and many dealers are looking forward to increasing their already large sales in this line.

The second series of sausage penants was flying from the trucks of many of the campaign participants as the week closed, informing the public that "Sausage is Tasty and Economical."

MEAT QUALITY AND FLAVOR.

Meat will be the subject for discussion when representatives of twenty-six state agricultural colleges and the U. S. Department of Agriculture convene in Chicago next week. The occasion is the annual conference of men and women from these institutions who are engaged in an exhaustive cooperative study to determine the factors influencing the quality and flavor of meat. The session will be held August 10 to 13 at the Congress Hotel.

(Continued on page 48.)

Meat Retailers Recognize New Trends in Food Distribution and Move to Meet Them

Meat dealers—they used to call themselves master butchers—are no longer old-fashioned.

They no longer regard the sale of meat as their sacred right.

Where once they objected to the grocer handling meat, they now meet him on his own ground by handling groceries.

In other words, they are becoming food merchants.

This was strikingly demonstrated this week at the 46th annual convention of the National Association of Retail Meat Dealers, held at West Baden, Ind.

The feature of the convention (it was National Secretary John A. Kotal's idea) was a Model Food Store.

Model Food Store a Feature.

Laid out on the latest approved lines—with grocery, fruit and vegetable, dairy products and other departments, as well as meats—it was an object-lesson for the meat retailer who is sitting up nights wailing about chain stores.

Meat dealers from all over the country, who attended the convention with their wives and daughters, walked through this store and admired its modern set-up and up-to-date equipment. Not an unfavorable comment was heard.

The master butcher of the old days—who stood behind his counter in white

apron and high hat, and made a sacred rite of cutting meats—might be shocked at the sight of bread, cookies, preserves, watermelons, cheese, milk, canned goods and what not on his market shelves and counters.

And he might have turned in his grave at the sight of refrigerated cases full of packaged meat cuts and meat products, both fresh and frozen.

But there they were—typical of the new era in food distribution. It was evident that the butcher had finally made up his mind to fight the (chain store) devil with fire!

New Methods for New Day.

And outside this model food store, in long rows of booths that made up the convention exhibits, were other evidences of the new day in food retailing.

There was Jim Vaughan, the electric meat cutter, taking the place of one or more meat cutters in each shop, and doing a better job of it.

There were Frigidaire, Kelvinator, Vilter and the others with their buzzing little machines making any degree of cold desired, either for shop cooler or display counter.

There were Ottenheimer and Hill with their new type refrigerated cases capable of holding temperatures down to 10 deg. below zero, and containing ample space for storage as well as display. Cases in which you could hold a fresh-cut piece of meat for a week without discoloration or drying out,

thanks to our progress in study of humidity as well as temperature.

There were tools by Wicke that made the old-timer goggle-eyed with envy. There were cube-cutting machines, and chop-chopping machines, and dolled-up scale marvels that weighed meat to a fraction of an ounce without the aid of the thumb, and did your bookkeeping for you at the same time.

Shock to the Old Timers.

There were neon-lighted signs that draw trade day or night, parchment and transparent wrappings that sell the package regardless of the contents.

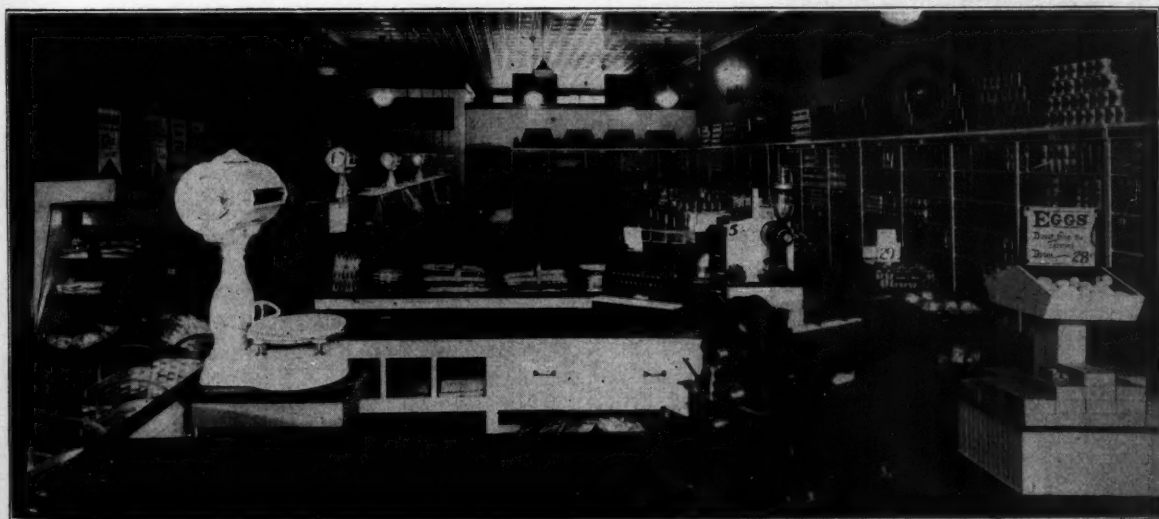
There were meat displays by packers and sausage makers that turned the meat shop into a Tiffany salon.

It was all so new and different that if old John Schofield or old "Bill" Hornidge had come back to earth for this occasion they would have felt sure they were in the wrong place—certainly not a butchers' convention!

But there were John Russell and Chas. Schuck, Pickering and Kleinfeld, Kaiser and George Kramer (the apostle of progress), walking around smiling at everything. So it must be the right place!

But how different from the old days. And fortunately so, since in these times of reduced volume and sustained overhead something must be done to make both ends meet.

Economy, efficiency, better means, better methods—these are the slogans



THIS IS HOW MEAT RETAILERS MAY DEAL WITH CHAIN COMPETITION ON ITS OWN GROUND.

This is not the Model Food Store which was the feature of the National Retail Meat Dealers' convention. It is the interior of an up-to-date chain store handling meats, fruits and vegetables as well as groceries.

What the chains do the meat retailer can do as well, and in some cases better, as they are beginning to discover.

of the retailer in the battle against competition and depression. They were brought out and re-emphasized in the exhibits and in the convention program.

Convention Proceedings.

The dealers and their trade associates and guests began gathering at the West Baden Springs Hotel on Sunday, August 2, and up to Monday afternoon it was a case of renewing acquaintance and exchanging ideas and experiences.

Calling the convention to order on Monday afternoon, National Secretary Kotal introduced Otto Kleinfeld of Chicago to deliver the invocation with all the eloquence of a doctor of divinity, and acting mayor Raymond Hall to welcome the guests to the resort and the little village at its edge. Board chairman Wm. B. Margerum of Philadelphia replied to the welcome, and then the speech-making marathon began.

This is a single industry, from livestock producer to meat retailer. The sequence started appropriately with a talk by chairman C. A. Ewing of the National Livestock Marketing Association. He is the man heading the work of coordinating, stabilizing and systematizing the marketing of livestock, and he told of the really worth-while effort which got under way only a year ago, but which is making encouraging progress. He asked the sympathy and cooperation of the meat retailer in this effort, since its success meant much to him as to the other elements in the industry.

Greatest Problem for Industry.

Next link in the chain is the packer. T. George Lee, president of Armour and

Company, pointed to the common problem of the packer, the retailer and the livestock producer. One group, he said, cannot profit continually at the expense of the others, and an injustice to any of them eventually and inevitably works injury to the others.

In Mr. Lee's opinion the greatest problem confronting the meat industry grows out of the uneven receipts of livestock. These uneven receipts de-

mand the full cooperation of the packer and the retailer to move the product without sacrifice.

"When supplies of fresh, perishable meats are in excess of normal, we must unite in forcing the product into consumption," he said. "The retail trade should be made as mobile and elastic as is the wholesale trade. Retail prices should fluctuate with wholesale prices (Continued on page 53.)

Wholesale and Retail Meat Prices Compared

Chicago.

Wholesale and retail meat prices at Chicago for week ending Aug. 1, compared to previous week and same week year ago, reported by U. S. Bureau Agricultural Economics:

WHOLESALE.		BEEF AND VEAL.		
		Week	Week	Week
		Aug. 1,	July 25,	Aug. 2,
		1931.	1931.	1930.
Steer—				
550-700 lbs.,	Choice	\$14.25	\$14.25	\$15.45
	Good	13.00	13.00	14.00
700 lbs. up,	Choice	12.50	12.50	15.20
	Good	12.00	12.00	14.00
500 lbs. up,	Medium	11.00	11.00	12.35
	Common	10.00	10.00	11.10
Cow—				
	Good	9.50	9.50	11.45
	Medium	8.50	8.50	9.70
	Common	7.50	7.50	8.70
Veal carcasses	(skin on):			
	Choice	16.00	15.00	17.80
	Good	15.00	14.20	15.90
	Medium	14.00	13.00	13.90
	Common	12.00	11.00	12.40

LAMB.

38 lbs. down,	Choice	21.00	20.60	20.00
	Good	19.00	18.60	17.70
	Medium	18.50	18.10	14.80
39-45 lbs.,	Choice	21.00	20.60	20.00
	Good	19.00	18.60	17.70
	Medium	18.50	18.10	14.80

PORK CUTS.

Fresh—		Loin.		
		Aug. 1,	July 25,	Aug. 2,
		1931.	1931.	1930.
8-10 lbs. av.	.....	24.20	20.30	22.70
10-12 lbs. av.	.....	22.60	17.80	21.00
12-15 lbs. av.	.....	17.40	13.40	16.75
16-22 lbs. av.	11.30	9.70	12.15

Shoulders, N. Y. style skinned.

8-12 lbs. av.	11.70	10.50	15.00
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Cured—

Hams smoked, reg. No. 1.				
12-14 lbs. av.	21.00	21.00	25.25
14-16 lbs. av.	19.50	19.50	25.25

Hams, smoked, skinned, No. 1.

16-18 lbs. av.	.....	19.50	19.50	26.25
18-20 lbs. av.	18.50	18.50	26.25

Bacon, smoked, No. 1, dry cure.

8-10 lbs. av.	23.50	23.50	29.75
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No. 1, S. P. cure.

8-10 lbs. av.	18.00	18.00	22.00
10-12 lbs. av.	17.50	17.50	22.00

LARD.

Lard, refined, tubs.	8.25	8.25	10.50
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RETAIL.

(Mostly cash and carry—good grade).

BEEF.		per pound		
		Aug. 1,	July 25,	Aug. 1,
		1931.	1931.	1930.
Porterhouse steak	...	.36	.36	.515
Sirloin steak	...	.36	.36	.405
Round steak	...	.32	.34	.37
Rib roast, 1st cut.	...	.21	.21	.30
Chuck roast	...	.19	.19	.225
Plate beef	...	.085	.085	.135

LAMB.

Legs	.....	.26	.235	.275
Loin chops	.....	.425	.425	.405
Rib chops	.....	.425	.425	.405
Stewing	.....	.14	.14	.175

PORK.

Chops, center cuts.	.....	.26	.25	.30
Bacon, strips	.....	.....	.....	.....
Bacon, sliced	.....	.....	.....	.....
Hams, whole	.....	.22	.225	.26
Picnics, smoked	.....	.16	.16	.21
Lard	.....	.09	.09	.14

VEAL.

Outlets	.....	.38	.38	.445
Chops	.....	.325	.325	.35
Stewing	.....	.12	.12	.20

New York.

Wholesale and retail meat prices at New York City for week ending Aug. 1, compared to previous week and same week year ago, reported by U. S. Bureau Agricultural Economics:

WHOLESALE.		BEEF AND VEAL.		
		Week	Week	Week
		Aug. 1,	July 25,	Aug. 2,
		1931.	1931.	1930.
Steer—				
550-700 lbs.,	Choice	\$15.05	\$14.25	\$15.10
	Good	14.00	13.00	14.25
700 lbs. up,	Choice	14.00	13.00	15.10
	Good	13.50	12.50	14.05
500 lbs. up,	Medium	12.00	11.00	12.00
	Common	10.00	8.95	10.25
Cow—				
	Good	10.75	10.25	11.75
	Medium	9.75	8.75	10.50
	Common	8.50	7.25	9.50
Veal carcasses	(skin on):			
	Choice	19.80	20.20	19.20
	Good	17.80	17.90	17.50
	Medium	16.20	15.90	15.50
	Common	14.00	14.10	13.00

LAMB.

38 lbs. down,	Choice	20.20	20.00	19.00
	Good	18.50	19.50	18.00
	Medium	15.90	16.90	14.00
39-45 lbs.,	Choice	19.80	20.50	19.00
	Good	18.50	19.30	18.00
	Medium	15.90	16.90	14.00

PORK CUTS.

Fresh—		Loin.		
		Aug. 1,	July 25,	Aug. 2,
		1931.	1931.	1930.
8-10 lbs. av.	.....	21.80	21.50	21.40
10-12 lbs. av.	.....	20.60	20.40	20.40
12-15 lbs. av.	.....	15.40	17.30	16.80
16-22 lbs. av.	12.90	13.70	12.35

Shoulders, N. Y. style skinned.

8-12 lbs. av.	12.40	12.30	16.00
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Cured—

Hams smoked, reg. No. 1.				
12-14 lbs. av.	20.75	20.75	26.00
14-16 lbs. av.	20.00	20.00	25.25

Hams, smoked, skinned, No. 1.

16-18 lbs. av.	.....	19.75	19.75	27.00
18-20 lbs. av.	19.50	19.50	26.00

Bacon, smoked, No. 1, dry cure.

8-10 lbs. av.	25.50	25.50	29.62
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No. 1, S. P. cure.

8-10 lbs. av.	19.00	19.40	23.75
10-12 lbs. av.	18.00	18.20	23.75

LARD.

Lard, refined, tubs.	9.75	9.75	11.62
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RETAIL.

(Mostly cash and carry—good grade).

BEEF.		per pound		
		Aug. 1,	July 15,	Aug. 1,
		1931.	1931.	1930.
Porterhouse steak	...	.475	.445	.52
Sirloin steak	...	.37	.405	.415
Round steak	...	.34	.36	.425
Rib roast, 1st cut.	...	.29	.295	.335
Chuck roast	...	.19	.205	.22
Plate beef	...	.12	.12	.185

LAMB.

Legs	.....	.285	.265	.33
Loin chops	.....	.425	.40	.49
Rib chops	.....	.375	.35	.46
Stewing	.....	.125	.115	.165

PORK.

Chops, center cuts.	.....	.315	.315	.395
Bacon, strips	.....	.295	.305	.365
Bacon, sliced	.....	.345	.355	.425
Hams, whole	.....	.24	.235	.325
Picnics, smoked	.....	.17	.17	.215
Lard	.....	.10	.10	.158

VEAL.

Outlets	.....	.45	.45	.625
Chops	.....	.375	.375	.475
Stewing	.....	.175	.175	.245



HAVE PROBLEMS IN COMMON.

T. George Lee, president of Armour & Company, suggests to retailers some things they should think about.

EDITORIAL

Production Costs Should Measure Efficiency

Next to efficient management, mechanical equipment is the most important factor in the production program of the meat plant. Without it standardized quality products are a matter of chance, and unit production costs are quite often so far out of line with costs in the efficiently-equipped plant as to preclude the possibility of a profit.

It has been customary in the meat industry to figure an annual depreciation charge of 10 per cent on equipment. This is conservative. Good mechanical equipment, with reasonable care, will last more than 10 years—but what about obsolescence?

One packer ventures the guess that this 10 per cent depreciation charge mainly is responsible for much of the inefficient, obsolete equipment in use in meat plants today and the large annual losses this obsolete equipment causes. Probably he is right. A packer who has a machine more than 10 years old that is operating smoothly and giving no trouble is reluctant to junk it. It has been paid for, represents no investment on the books and its production is clear velvet, he figures. What it costs to use it does not enter into the calculation.

This packer is fooling himself. He needs to view the problem from another angle. A careful compilation of unit costs on his old machine, and a comparison of these costs with what are possible with a modern, up-to-date machine of the same type, might cause him to change his mind.

It has been suggested that accounting methods be changed to provide for obsolescence. This would be a constructive move and an important step in the elimination of obsolescence losses. If this is done there should be provided a reserve account for replacement of equipment which has not outlived its usefulness on the basis of 10 per cent depreciation, but which, if the plant is to make a profit, must be discarded to make room for a more modern piece of equipment of greater operating economy and productivity.

The 10-year depreciation figure can no longer be applied with certainty. Although packinghouse machinery is better built than ever before, important mechanical improvements follow each other so rapidly that comparatively new machinery must frequently be scrapped for something new and more efficient and with greater output or

lower operating costs. It is no longer safe or good policy to consider any machine as a ten-year investment not to be replaced until worn out or unfit for further service. Changes are coming too rapidly to take such a chance.

One Thing That Affects Meat Consumption

There are fewer farms in the United States now than ten years ago, but the acreage under cultivation is larger. According to the 1930 census, the actual number of farms shows a decrease of some 200,000, but approximately 30,000,000 more acres are under cultivation.

The number of large farms—those having between 500 and 1,000 acres—increased by 10,000 and there were 13,000 more farms having over 1,000 acres than in 1920.

The increase in very small farms is marked. The number of those containing under 3 acres doubled; rapid increases are shown in each class up to farms of 20 acres each. In the averages between 20 and 500 acres, the number declined.

Just what influence this change has had on livestock production and meat consumption is speculative. However, it would appear that the more families there are living on plots of ground containing from 3 to 20 acres, the more there are producing a large part of their food supply. Most such families have a flock of chickens and consume a great deal of poultry and poultry products. The more poultry consumed by them the less meat they purchase.

Turning to the production side, it is logical that more livestock can be raised on the 500 and 1,000 acre farm than on five to ten 100-acre farms, and production being on a larger scale is necessarily at lower cost. While objection to the passing of the smaller farm is general and well founded, at the same time it must be recognized that large numbers of the 100 to 175 acre farms tend to increase production costs because of duplication of overhead, effort and many other factors.

Cost of production of meat and other foods must keep pace with declining costs in retail marketing of these foods through chains and voluntary chains. Meat is a rather costly food to produce and therefore carries with it the ever-present handicap of price. For this reason many foods whose production costs are less have made inroads on meat consumption.

It would seem, therefore, that livestock production must be geared to a more efficient scale and some of the costs squeezed out. The trend toward large farms making possible more economical production is a step in this direction.

Practical Points for the Trade

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Tomato Sausage

Tomato sausage is popular in summer, when the fresh tomatoes can be used if they are plentiful and inexpensive, or at any other season of the year, during which canned tomatoes are used. It is a highly perishable product, however, and cannot be kept for any length of time, especially in warm weather.

A sausagemaker who wants to make tomato sausage says:

Editor The National Provisioner:

We want to make tomato sausage and would like a formula and manufacturing directions. We have never made this product before. Can you help us?

Instructions for the manufacture of a very good tomato sausage appeared in THE NATIONAL PROVISIONER within the year, but as many sausagemakers may have missed this formula, it is repeated.

The manufacturing instructions given should be carried out carefully, and the fact borne in mind that the product is highly perishable.

Formulas.—Meats:

50 lbs. fresh lean pork trimmings
20 lbs. fresh retrimmed veal
5 lbs. fresh cracker meal
15 lbs. jowl fat, free of rind
6 No. 3 cans tomatoes

Seasoning:

2½ lbs. salt
6 oz. sugar
6 oz. white pepper
2 oz. Jamaica ginger
2 oz. nutmeg

Dissolve the salt and seasoning in ice water.

Mixing.—Chop the meat through the ¾-in. plate of the Enterprise hasher, then add the seasoning and ice water and the six No. 3 cans of tomatoes.

Put the chopped meat and seasoning in the mixer and mix for 2 minutes. Then spread in piles 8 inches thick on a table or in pans in the cooler and leave over night. Temperature of the cooler must be 36 degs.

The next morning take the meat to the silent cutter, add 2 lbs. crushed ice and the 5 lbs. of cracker meal. Chop for 5 minutes, but be careful not to get the meat warm in the chopper.

Stuffing.—Then take to the stuffer and stuff in medium sheep casings, 4½ to 5 in. long. Do not stuff too tight, but about like regular pork sausage.

Hanging.—Then hang on trucks, being careful that the sausages do not touch, and put them in the drying cooler at about 42 degs. F. After they are dry put them up in 5 and 10 lb. buckets and put back in the cooler at 36 degs. temperature.

This sausage must be sold fresh. Don't have too much on hand.

This product should be fried in butter over a slow fire. No sage should be used, as it destroys the tomato flavor.

To Make Scotch Hams

Instructions and equipment necessary for the manufacture of Scotch hams are requested by an Eastern meat curer, who says:

Editor The National Provisioner:

Will you kindly advise us regarding the necessary equipment for curing Scotch hams? What size hams should we use and how many days should they be in cure?

One method of making the so-called "Scotch" ham is as follows:

Use either a 12/14 or a 14/16 lb. ham, depending upon trade requirements. Give it an ordinary sweet pickle cure but do not pump it. Handle the same as in curing regular hams, using a 70 deg. pickle.

A 12/14 lb. ham should stay in cure 65 days and a 14/16 lb. ham 70 days as the ham is not pumped.

When the ham is cured take it out of pickle and soak in cold water for about 5 to 6 hours. Then wash in warm water. Dry thoroughly before smoking.

Smoke with a cold smoke for 8 to 10 days. The reason for the long smoke is to get a firm, dry ham. After smoking it is good practice to let the ham hang in the dry room another 10 days.

After the ham has been fully dried, take out the aitch bone, open the ham in the side seam and take out the round bone, leave the shank bone out, then roll and tie. This is a Scotch ham.

A Meat Loaf Delicacy

Have you ever tried furnishing the trade with a fancy macaroni and cheese loaf?

It's a specialty meat that is popular any time of the year, but especially so in the summer months.

Try THE NATIONAL PROVISIONER'S macaroni and cheese loaf formula and see if your trade does not like it.

Send a 2c stamp with request for reprint of the formula and directions which appeared in a recent issue, using the coupon below:

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.

Please send me reprint of Macaroni and Cheese Loaf formula. I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2c stamp.

Ammonia Wastage

A sausage maker in the West, with a refrigerating plant of small capacity, believes he may be wasting ammonia and asks how his cost for this product can be reduced. He writes:

Editor The National Provisioner:

We find it necessary to add about 50 or 75 lbs. of ammonia to the refrigerating plant every six months. We use care to keep the fittings and stuffing boxes tight, but it seems to us that too much ammonia is getting away. Does it appear to you that our losses are within reasonable limits? The capacity of our plant is 25 tons.

The amount of ammonia in a refrigerating system diminishes in time. This loss cannot be entirely prevented. It is caused by leakage and disintegration. Wastage due to leakage can be reduced by frequent inspection to detect leaks. Waste due to decomposition is best kept within reasonable limits by keeping down the temperature around the compressor as much as possible.

Ammonia losses in your case do not appear to be excessive. Fifty to 100 lbs. a year is generally considered normal in a plant the size of yours. A loss of 200 lbs. for this capacity is not unusual.

A liquid receiver provided with a gauge glass will show when the ammonia in the system is running low. The insufficiency of ammonia will also be indicated by a fluctuating pressure, variation in the temperature of the discharge pipe and by the action of the valves in the compressor, which sometimes run smoothly and other times roughly. A rattling noise at the expansion valve shows the passage of vapor along with the liquid ammonia, indicating a deficiency of ammonia.

Norske Mutton Leg

A packer in the sheep country of the Northwest wants to make Norske mutton leg. He says:

Editor The National Provisioner:

Can you tell us how to make Norske mutton leg? We understand this is a very nice mutton product, but we have no idea how it is prepared. Any help you can give us will be appreciated.

Take leg of mutton from a good wether or sheep, and cut off at the pin bone. Make a 65 per cent sweet pickle to cure it in. Let the leg stay in cure 20 to 25 days, according to size.

When cured wash it in warm water, let it dry off, then hang it in the smokehouse and smoke slowly 3 to 4 days. Then hang it up in an airy room to dry.

If a little flavor is desired the addition of a few cloves, some allspice and 3 or 4 garlic onions to the pickle will give the mutton a fine flavor.

Black Leona Sausage

A sausagemaker wants to make the sausage product known as black Leona. He says:

Editor The National Provisioner:

Can you give us a formula for black Leona? Is this product made of all beef and how is the dark color obtained?

Black Leona is made entirely from beef, preferably chucks. Trim out the chucks and cut in small pieces about the size of an egg. Salt with 3 lbs. salt and 2½ lbs. of saltpeter to 100 lbs. of meat. Mix thoroughly and put in the cooler to cure in 10 to 12 days. When cured, grind it through the fine plate and chop in the silent cutter, not too fine.

For seasoning, use

6 oz. black pepper
2 oz. coriander
1 oz. nutmeg
½ oz. cloves.

Stuff in beef weasands or beef middles. Let hang on the truck over night, then smoke with a cold damp smoke for about three days. After three days let the smokehouse go up to 120 degs. for eight hours and the product will be finished. Cook 1 hour and 45 minutes and a nice "black" Leona will be the result.

Removing Pipe Scale

How can scale forming materials in condenser water be reduced to a minimum? A packer who is having trouble with scale forming on the inside of his pipes, writes as follows:

Editor The National Provisioner:

Can you tell me if there is a pipe on the market that can be used in the condenser of an ammonia compressor, which will eliminate periodic scraping?

Would a black pipe with a very thin inner lining of brass answer the purpose? I would appreciate any information you could give me on this subject.

Scraping of condenser pipes is necessitated by scale forming materials in the condenser water. When there is evaporation of the water the scale is deposited on the pipe surfaces regardless of the material of which the pipe is composed.

The logical treatment, of course, is to soften the water and thus remove the scale forming materials. Soft water for boiler feed will also greatly lessen the expense for boiler cleaning. Zeolite water softeners can be purchased in a size to fit any need and generally are a profitable investment for the meat plant.

The inquirer does not mention the type of condenser in use. Atmospheric condensers scale up more rapidly than the enclosed type, due to the greater evaporation.

Watch the Wanted page for bargains in equipment.

Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS.

The Kroger Grocery & Baking Co., Cincinnati, O. For canned meats—namely, chicken, deviled chicken, deviled ham, sliced beef, tongue and bacon. Trade mark: CLIFTON. Claims use since 1885. Application serial No. 279,479.

CLIFTON

California Packing Corp., San Francisco, Calif. For canned chicken. Trade mark: A label bearing horizontal stripes of yellow and blue. Claims use since April 25, 1930. Application serial No. 307,257.

The Kroger Grocery & Baking Co., Cincinnati, O. For fresh meat—namely, pork brains, pork links, pork sausage, beef brains and smoked and dried chipped beef. Trade mark: POLAR-PAK. Claims use since December 30, 1930. Application serial No. 311,337.



The E. Kahn's Sons Co., Cincinnati, O. For fresh, pickled, smoked and cured meats—namely, sliced beef, cottage style butts, skinned hams, selected bacon, meat (i.e., fresh beef, fresh pork, fresh veal, fresh lamb, fresh mutton), flat boneless cooked ham, ham, dried beef, cooked boneless ham, cooked trimmed ham, cooked boneless shoulder, bacon belly, shoulder, lard, bakers' pure lard, open kettle rendered lard, bacon, sausage, cooked ham, picnic, pork tenderloin, pig feet, meat loaf, tongue, eggs and dressed poultry. Trade mark: KAHN'S. Claims use since January 1, 1885. Application serial No. 260,449.

Kahn's

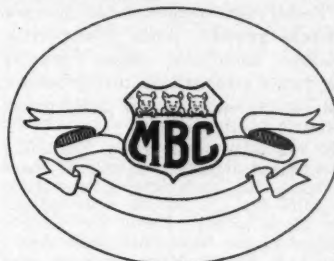
TRADE MARKS GRANTED.

Baltimore Butterine Co., Baltimore, Md. For oleomargarine, mayonnaise, sandwich spread and salad dressing. Trade mark: An outline of a butter

dish on which is the name of the company. Published April 7, 1931. No. 284,330.

Oscar Mayer & Co., Inc., Chicago, Ill. For frankfurters. Trade mark: OSCAR MAYER'S. "THE ARISTOCRAT OF FRANKFURTS." Published June 3, 1930. No. 282,967.

Millar Brothers & Co., Philadelphia, Pa. For ham. Trade mark: M B C on a shield. Published February 24, 1931. No. 282,925.



Southland Cottonoil Oil Co., Paris, Tex. For cottonseed cake and cottonseed meal. Trade mark: SOUTHLAND'S with the cut of a steer. Published March 3, 1931. No. 283,167.

David Pender Grocery Co., Norfolk, Va. For sliced bacon and hams, lard and oleomargarine. Trade mark: PENDER'S D P on a triangle within a double circle. Published March 3, 1931. No. 283,237.

Bader-Vaden-Parks Co., Tulsa, Okla. For sausage season. Trade mark: BUTCHERS FRIEND. Published March 10, 1931. No. 283,412.

Hugo Strauss Packing Co., Brooklyn, N. Y. For canned cat food. Trade mark: "KITTY-KAT." Published March 10, 1931. No. 283,444.

Oscar Mayer & Co., Inc., Chicago, Ill. For bacon. Trade mark: A coach and four approaching a tavern. Published March 10, 1931. No. 283,472.

Baltimore Butterine Co., Baltimore, Md. For oleomargarine. Trade mark: MY BRAND. Published March 10, 1931. No. 296,228.

LABELS.

Chapman & Co., Smithfield, Va. For hams. Title: CHAPMAN'S GENUINE SMITHFIELD RAZOR BACK HAM. Published January 2, 1931. No. 39,344.

PACKER'S NO-ACCIDENT RECORD.

A packer who has approximately 1,000 employees has written the Institute of American Meat Packers that no lost-time accidents occurred during the month of June. There were approximately 200,000 hours of work for this period. "The member credits this record to a 'No-Accident' campaign in which twenty-eight other industries of the locality joined," says President Woods of the Institute. "Foremen and workmen were asked to sign a safety pledge to work safely and avoid accidents. Each industry placed an American flag on their flag pole and a green flag with a white star in the center just below it. The green flag was flown as long as there were no lost-time accidents."

UNITE TO TAX OUT CHAINS.

The formation of an organization consisting of independent retail merchants in New York state was initiated at a meeting of trade association representatives held on Thursday, July 30, at the headquarters of the New York State Association of Retail Meat Dealers, 250 West 57th st. The representatives of the following trades were present: Retail meat dealers, retail grocers, wholesale grocers, retail pharmacists, wholesale druggists, retail jewelry trade, retail and manufacturing bakers, retail confectioners, retail tobacconists and music publishers.

An executive committee, including two representatives from each of these industries, has been formed to outline the plans for the future development of the organization. David Van Gelder, president of the New York State Association of Retail Meat Dealers, has been named chairman of the executive committee. Milton S. Malakoff, executive secretary of the New York Pharmaceutical Conference, is secretary, and congressman Emanuel Celler is counsel for the organization.

The principal function of the new organization will be to endeavor to devise ways and means for the establishment in New York state of a law similar to the Indiana chain store tax, which was recently held constitutional by the United States Supreme Court. To congressman Celler has been detailed the task of preparing the bill which will be introduced in the next session of the state legislature. State Senator Philip Kleinfeld has assured the executive committee that he will sponsor this measure in the upper house.

"The formation of the New York State Retail Merchants Association marks a new epoch in the retail industry of this state," declared Mr. Van Gelder. "Never before has a meeting been called at which so many industries were represented for the purpose of taking unified action to curb chain store expansion. Realizing that in unity lies greater strength, the different merchants in all the retail industries of this state are hopeful of working in coordination in order to bring about better conditions in retailing and better opportunities for the independent business man. I am convinced that every retailer in the state will get behind this movement."

CHAIN STORE NOTES.

David Pender Grocery Co. reports a net profit of \$33,235 for the six months ended June 27, 1931, which compares with a net loss of \$55,539 for the six months ended June 28, 1930.

Dominion Stores, Ltd. reports a net profit of \$269,710 for the six months ended June 3, after charges including depreciation and federal taxes. This compares with \$244,456 in the first half of 1930.

Economy Grocery Stores Corporation report for the year ended June 30 net profits, after charges, depreciation and taxes of \$282,434, equal to \$2.35 a share on the outstanding stock, compared with \$336,046, or \$2.97 a share in the preceding fiscal year.

Jewel Tea Co. sales for the four

weeks ended July 11, 1931, show a decline of 8.16 per cent from those of the 1930 period. Sales for the period just ended amounted to \$1,108,579, compared with \$1,207,130 for the parallel four weeks of 1930.

Hudson's Bay Co. reports a trading loss of \$3,731,670 in the fiscal year ended May 31, 1931, and a net loss of \$2,224,325, which was covered by a transfer of funds from the share premium account. The company passed its preferred and common dividends last December.

Sales of Kroger Grocery & Baking Co. for the four weeks ended July 18 totaled \$18,744,430, compared with \$19,684,214 in the 1930 period, a decline of 4.7 per cent. A smaller number of stores were in operation in the 1931 period, numbering 4,950, as against 5,253 in the corresponding time of 1930, a decline of 5.7 per cent.

National Tea Co. reports a net profit for the quarter ended June 30, 1931, larger than for the same quarter a year ago. This profit amounted to \$182,834, compared with \$164,136 in the same quarter of 1930. For the first half of 1931, the net income amounted to \$389,291 after all charges including federal taxes. This compares with \$550,742 in the six months ended June 30, 1930.

Childs Co. restaurant chain omitted its quarterly dividend of 60c on common stock, but the regular quarterly dividend of \$1.75 on preferred was declared, payable September 10 to stock of record August 25. For the six months ended June 30 the company reports a net profit of \$612,653 after interest, depreciation and federal taxes. This compares with a net of \$668,329 in the first half of 1930.

Earnings of the Grand Union Company for the first half of 1931 were the largest in the history of the company. Retail sales for the period totaled \$17,369,540, compared with \$18,057,557 in the same period of 1930. Tonnage sales in 1931 showed an increase of 14 per cent over the 1930 period. Profit margin for the current year was .0301 cents per dollar of sales, compared with .0282 cents in 1930, .0280 in 1929 and .0148 in 1928.

American Stores Co. reports a net income, after depreciation and taxes, for the six months ended June 30, 1931, of \$2,729,894, compared with a net income of \$2,667,189 in the first half of 1930. Sales for the six months just ended totaled \$69,490,301, against \$71,538,496 in the 1930 period, or a decline of 2.8 per cent. Tonnage sales, however, increased 15 per cent. The company operates approximately 2,750 food stores, principally in Pennsylvania, New Jersey, and New York, and in addition it owns and operates nine bakeries and nine warehouses. Twenty-four new stores were opened recently in Syracuse, N. Y., and surrounding territory.

FINANCIAL NOTES.

Beech-Nut Packing Co. has declared the quarterly dividend of 75c payable Oct. 1 to stock of record Sept. 12.

Wesson Oil and Snowdrift Co. has declared the \$1.00 quarterly preferred dividend payable September 1 to stock of record August 15.

Mickelberry's Food Products Corp. has declared a quarterly dividend of 15

cents and 2½ per cent stock, payable Aug. 15 to stock of record Aug. 1.

A new \$100,000 bond issue for the Pacific Meat Company Limited, Vancouver, B. C., is being offered. Earnings of the company for the six months ended May 31, 1931, available for bond interest and depreciation totaled \$20,583.

Western Dairy Products Company and Western Dairy Products, Inc., report for the six months ended June 30 net income, after depreciation, interest and federal taxes of \$717,921, equal after preferred dividends to \$7.54 a share on the common stock. Figures for corresponding period last year not available.

IN TRADE PRACTICE GROUP.

W. F. Schludenberg, president of the Wm. Schludenberg-T. J. Kurdle Company of Baltimore, Md., has accepted appointment on the Committee of Interpretation and Appeal of the Institute of American Meat Packers. Mr. Schludenberg was appointed to fill the vacancy caused by the resignation of Henry Neuhoof of Nashville, Tenn. Mr. Neuhoof resigned when he disengaged himself from the active direction of a packing business, but consented to serve until a new appointment could be made.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers listed stocks on Aug. 5, 1931, or nearest previous date, with number of shares dealt in during week, and closing prices on July 29, 1931, or nearest previous date:

	Sales.	High.	Low.	—Close—	
	Week ended			Aug. 5.	July 29.
	Aug. 5.	—Aug. 5.—			
Amal. Leather.....	.....	.....	.....	24	24
Do. Pfd.....	.....	.....	.....	20	20
Amer. H. & L.....	200	6	6	6	6
Do. Pfd.....	1,200	24½	24½	24½	24½
Amer. Stores.....	700	44½	44½	44½	41½
Armour A.....	1,900	1½	1½	1½	2
Do. B.....	2,900	1½	1½	1½	1½
Do. Ill. Pfd.....	1,900	12½	12½	12½	14
Do. Del. Pfd.....	100	47	47	47	48
Barnhart Leather.....	100	1½	1½	1½	1½
Beechnut Pack.....	.....	.....	.....	50	50
Bohack, H. C.....	.....	.....	.....	65	65
Do. Pfd.....	25	100	100	100	108
Brennan Pack.....	.....	.....	.....	19	19
Do. Pfd.....	.....	.....	.....	19	19
Chick C. Oil.....	300	10½	10½	10½	10½
Childs Co.....	1,700	14½	14½	14½	15
Cudahy Pack.....	600	40	40	40	40½
First Nat. Strs.....	1,800	58	58	58	55½
Gen. Foods.....	6,700	40½	40½	48½	48½
Gobel Co.....	1,800	7½	7½	7½	7½
Gr. A. & P. Ist Pfd.....	130	119½	119½	119½	120
Do. New.....	200	201	201	201	206
Hormel, G. A.....	.....	.....	.....	3½	3½
Hygrade Food.....	2,100	5	4½	4½	5
Kroger O. & B.....	17,900	30½	30½	30½	30
Libby McNeill.....	750	10½	10½	10½	10½
McMarr Strs.....	8,000	11	10½	11	10½
Mayer, Oscar.....	.....	.....	.....	5½	5½
Mickelberry Co.....	150	7½	7½	7½	8
Mo. & H. Pfd.....	.....	.....	.....	41	35
Morrell & Co.....	100	41	41	41	41
Nat. P. P. A. A.....	400	1½	1½	1½	1½
Do. B.....	100	1	1	1	1
Nat. Leather.....	.....	.....	.....	14½	14½
Nat. Tea.....	350	14½	14½	14½	14½
Proc. & Gamble.....	1,300	65	65	65	65
Do. Pfd.....	.....	.....	.....	110	110
Rath Pack.....	50	16½	16½	16½	16½
Safeway Strs.....	13,800	63	62½	62½	60
Do. 6% Pfd.....	580	97	97	97	94
Do. 7% Pfd.....	250	108½	107	108½	108
Stahl Meyer.....	.....	.....	.....	108	108
Swift & Co.....	2,150	26	25½	26	25½
Do. Intl.....	1,450	33½	33½	33½	34
Trans. Pork.....	.....	.....	.....	14½	14½
U. S. Cold Stor.....	.....	.....	.....	58½	58½
U. S. Leather.....	1,900	5½	5½	5½	5½
Do. A.....	.....	.....	.....	11½	11½
Do. P. Pfd.....	.....	.....	.....	85½	85½
Wesson Oil.....	200	19	19	19	19½
Do. Pfd.....	100	55½	55½	55½	58
Do. 7% Pfd.....	300	1½	1½	1½	108½
Wilson & Co.....	200	5	5	5	5½
Do. Pfd.....	100	31½	31½	31½	33

A Page for the Packer Salesman

Meet the Meat Man

By John C. Cutting*

The screen door of O'Toole's Fancy Meat Market banged its announcement of the possibility of a cash customer, and the proprietor roused his massive hulk from a comfortable position of inactivity.

A dapper little son of Erin walked briskly to the fore, and laid his order book on the counter in front of Michael O'Toole. The latter simply stared.

"Glory be," said O'Toole, incredulously, "it's Dennis Cassidy himself. I thought you had gone back to the Old Country," added the dealer.

"No; I didn't go back to the Old Country," answered the salesman, shaking the proprietor's hand vigorously. "I've been down in the Land of the Cod and Culture—"

"They tell me there's a lot of Irish in Boston," began the proprietor of the market, all primed for a social gab-fest.

New Cure for Chain Stores.

"Lots of Irish, and lots of dealers who think their only salvation is a moratorium on chain stores—"

"Now, there's an idea," replied the dealer, his eyes lighting up.

"Yes," came back Cassidy quickly, "it's an idea about as hot as some you used to pull when I called here three years ago."

"Well, what's on your mind?" queried the dealer.

"Nothing but a brown derby," Cassidy shot back, as he opened his order book and started to write.

"Now, listen, you," cut in O'Toole, "I'm not having you start those fresh tricks of writing orders without consulting me. I know what to buy and how to run this store."

"What store?" asked the salesman. "Listen, O'Toole, when I left three years ago you had two clerks. Where are they now?"

"Oh, well," answered the proprietor, "it's a long story."

Business Needs Boosting.

"I haven't time to listen," interrupted the salesman. "I've got twenty more calls besides this one—and I'm going to make twenty-one sales—"

"Don't waste my time, O'Toole, for

*The former retail merchandising expert of the Institute of American Meat Packers returns from several years in Boston to become advertising manager for Wilson & Co. He is the creator of Cassidy, the snappy packinghouse salesman, and O'Toole, the good-natured retailer, and their return to the pages of THE NATIONAL PROVISIONER will be both interesting and helpful.—EDITOR.

I know what you need—just as I did three years ago. I've written you up for a nice order, and you'll get it on the morning truck. Your place looks as bare as Old Mother Hubbard's pantry—"

"I've never been in Mother Hubbard's place, let alone her pantry," answered the proprietor.

"Now, how about advertising material?" asked the salesman.

"You mean those store cards and such things?" countered O'Toole.

"Dealers who know never have referred to them as 'such things,'" cut in the salesman, feelingly. "I suppose you appreciate that many of the products you sell are kept in your ice box, and the buyer never sees them until you're wrapping them up for her—"

"Is that anything to send a man to jail for?" cut in O'Toole.

"And you realize that the per capita consumption of meat products is falling like Niagara?" continued the salesman.

"Should I break down and cry?" asked O'Toole.

Brighten Up the Store.

"Well," sighed the salesman, "I can see that I've got my work cut out for me with you."

"Do you know what it means?" added Cassidy. "Nothing more or less than I've got to begin all over again with you. When I left to go back to New England you had one of the best looking stores in the city. You had two clerks. You even agreed with me that business seemed brighter, with more sales and less net profit per sale, than

with fat nets and fewer sales. As Andy might chirp: 'I'se regusted'."

"You can't talk to the proprietor of O'Toole's Fancy Meat Market that way," said the store-keeper.

"Don't make me laugh," snorted the salesman, "I've been insulted by better dealers than you, Michael. Now, here's the plan: I'm coming down here tonight after I've finished and the both of us are going to trim up this store like nobody's business."

"You're paying rent for a lot of space which isn't being used for anything that's visible to my naked eye. Your products are in the box, and you go on the assumption that the minds of your customers are definitely made up to buy exactly what they came in for. Old man Woolworth would have been in a pretty fix if that's the racket he followed. Let's get some advertising display material parked around here and give the place the appearance, at least, of a store—"

"When you're out of gas, then I'll be saying something myself," interrupted the dealer.

"You'll not be saying anything, Mike, for I'm on my way," answered the salesman. "I'll send your stuff in the morning—"

The screen door banged again, as Cassidy left for other calls. No customer had disturbed the meeting. Indeed, O'Toole, it appeared, had fallen upon hard times.

But let us not grieve with the proprietor of O'Toole's Fancy Meat Market. Let us rejoice, for in Cassidy, the packer salesman, we have a smart Harp who will work wonders with lethargic O'Toole.

Tune in on this feature in a couplea weeks. We hope you'll like it.

Another Cassidy and O'Toole story will appear on this page in an early issue of THE NATIONAL PROVISIONER.

ADVERTISING INCREASES SALES.

One way for the packer salesman to increase his tonnage is to aid his customers with their mailing lists and direct advertising. Most meat plants publish matter to be used by customers. It pays the salesman to see that retailers are supplied with this advertising and to encourage them to use it.

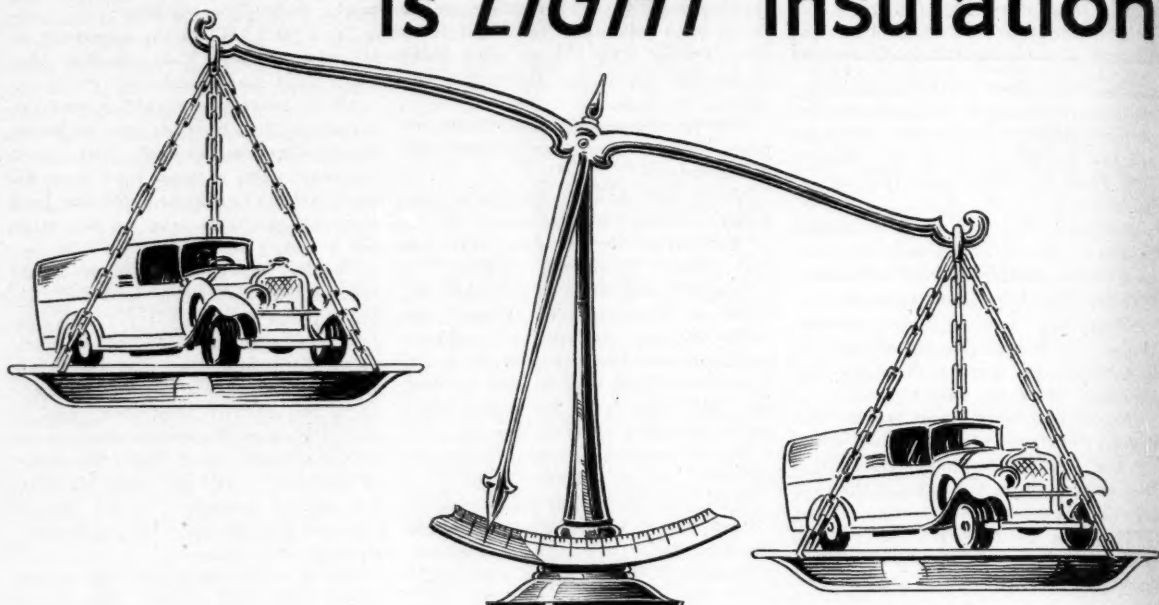
TALKING PROFITS.

Retailers are interested primarily in profits. But profits are something the salesman frequently forgets to talk about. Showing the prospect what he may expect to make on an article is sometimes worth much more in inducing him to purchase than lengthy speeches on quality, service, etc.



HE NEEDS WAKING UP!

The *BEST* Insulation is *LIGHT* Insulation



Lightness doesn't make the best insulation, but when the best insulation is also light the combination is unbeatable.

Whatever dead weight must be carried is costly weight—is extra weight that is not only profitless but for every mile of haul builds up the cost of tires, gasoline, oil, depreciation.

Thinking builders of truck bodies, smart operators of fleets, are cutting down extra weight by every possible means. One of the most obvious is through the use of Dry-Zero Blanket insulation which weighs only *one-sixth* as much as other materials of equivalent insulating value.

Savings of a half ton of dead weight are common in trucks insulated with Dry-Zero. In large jobs the savings run much higher. This is important, too, from the angle that chassis are built for a certain load that *includes the entire dead weight of the body*.

From the truck capacity must be subtracted the body weight. Thus any saving in dead weight means increased truck capacity. And a light body decreases the risk of many common troubles due to overloading.

Savings are also made by trucks used in states where the load per axle is limited.

Dry-Zero has demonstrated its superiority from every angle through years of service in thousands of trucks, railroad refrigerator cars and in innumerable domestic refrigerators. Tests by the U. S. Bureau of Standards and by national institutes show Dry-Zero to have the highest thermal efficiency of any known commercial insulant. It is highly resistant to moisture, will not crack, settle or disintegrate and can never absorb or give off odors.

Write for an instructive, illustrated booklet "Taking off the weight that cuts down pay load." It is free, yet valuable. There is no obligation.

DRY-ZERO CORPORATION

Merchandise Mart, Chicago, Illinois

Canadian Office—465 Parliament St., Toronto

DRY-ZERO

THE MOST EFFICIENT COMMERCIAL INSULANT KNOWN

Refrigeration and Frozen Foods

Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

NEW FREEZER ROOM COIL.

By Robert S. Wheaton.

A type of coil that would operate in the flooded condition without the use of an accumulator would be an advantage in freezer rooms.

Such a coil (shown in the accompanying illustration) is kept flooded to a predetermined point by means of a float valve located in the position shown.

The details of the peculiar construction of this coil are indicated in the sketches A and B. The coil is made of 2-in. pipe in the regular 3-wall manner. Where normally return bends would be bolted to the ends of the pipe, in this case patented risers and descenders of welded construction are bolted onto the terminal flanges.

The vertical pipes in this equipment are made of 1½-in. pipe. On one end of the coil, as shown at A, these 1½-in. vertical pipes extend from the bottom of one 2-in. pipe to the bottom of the next lower 2-in. pipe. This traps the liquid ammonia and the ammonia gas so that to find an outlet it has to travel to the other end of the coil, where the 1½-in. vertical pipes extend from the top of one 2-in. pipe to the bottom of the next higher 2-in. pipe.

Liquid Slugs Prevented.

When this type of coil is in operation the evaporating gas, ascending through the series of risers at B, carries some liquid ammonia with it, but as the risers are staggered the liquid falls out of the gas stream and is deposited in the 2-in. pipe. It then flows around the pipe to the other end and descends to the pipe level it just left.

This action occurs in every pair of pipes, and can be thought of as similar to that of a coffee percolator. Liquid slugs do not come over from this type of coil, because the suction outlet, being placed at right angles to the top pipe, acts as a final separator of the liquid from the gas. And, of course, the liquid falls down the vertical pipes at A.

The liquid feed is introduced near the top of the coil and does not have any direct connection with the float chamber of the float valve. The level in the float chamber is obtained by means of a pipe connection, C. A bend is placed in the bottom of this pipe to prevent what is known as short circuiting. The column of liquid in connection

C is longer than the column of liquid in the coil, and consequently exerts a slight pressure. This is sufficient to make the evaporating ammonia gas travel over to the other end of the coil. Thus the entire coil is made to function.

Trend Toward Flooded Coil.

An equalizing connection is, of course, placed between the top of the float chamber and the top pipe of the coil. When float valves are under consideration it is well to bear in mind that a certain amount of liquid ammonia is immediately converted into what is known as flash gas when it passes the valve opening. This does no work except to reduce the temperature of the entering ammonia to the temperature of the ammonia inside of the coils.

This flash gas must be kept out of the float chamber or there will be so much disturbance there as to interfere with the proper functioning of the float. The evaporation of the liquid in the float chamber is not rapid enough to cause trouble.

The swing toward flooded coils in freezer rooms is occasioned by two things—

1.—A fairly clean coil will transmit 20 to 25 per cent more heat when operated flooded, as compared to direct expansion.

2.—When a flooded coil is placed in operation the entire coil starts to work at once, instead of the refrigeration having to keep on through the coil, as

is the case when direct expansion is used.

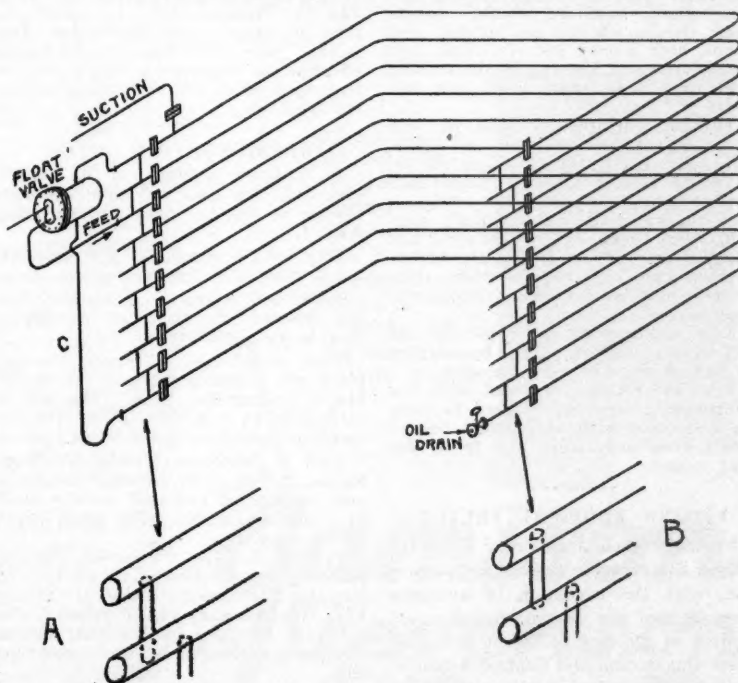
In freezer work, where packaged goods are stored, it will be found that the frost formations are very light and feathery, and only slight effort is required from time to time to dust off the coils and keep them at high efficiency.

If coil cleaning is neglected for some time, however, the frost will pack and hand scraping then will be required. Hot gas connections are not necessary or even desirable for this particular class of work, owing to the slow formation of frost caused by lack of moisture given off by the packaged frozen foods.

FROSTED FOOD LIST GROWS.

Meats, fish, vegetables and fruits are now included in the frosted foods prepared by the Birdseye Packing Co., of Boston, and distributed to the institutional and retail trade in various sections of New England.

Two grades of frosted meats are packaged. One is known as "blue" package meats and the other as "orange" package meats. Included in the first are sirloin, porterhouse, top round, hamburger and rump steaks; sirloin, rump and rib roasts; pot roast and stewing beef. Lamb cuts include chops, legs, fores and stewing lamb. Veal chops, cutlets, stewing veal and calves liver are also included in this brand as is pork sausage, pork chops, pork loin roast and sausage meat. The



COIL OPERATES FLOODED WITHOUT AN ACCUMULATOR.

Instead of return bends, patented welded risers and descenders are bolted to the terminal flanges. The construction of these is shown. The coils are kept flooded to a predetermined point by means of a float valve. No liquid slugs come over from this type of coil, it is said.



CORINCO
CORK BOARD
CORK PIPE COVERING
ACOUSTICAL CORKBOARD
MACHINERY ISOLATION





WE MANUFACTURE WE PLAN WE INSTALL

REASONABLE PRICES
PROMPT SERVICE
COURTEOUS TREATMENT


CORK INSULATION Co., Inc.
Gen. Offices—154 NASSAU ST. NEW YORK
Branches in Principal Cities

Mathieson Ammonia
Anhydrous and Aqua

SODA ASH	CHLORINE PRODUCTS
CAUSTIC SODA	BICARBONATE OF SODA
LIQUID CHLORINE	H T H (HYPOCHLORITE)
BLEACHING POWDER	PURITE (FUSED SODA ASH)

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantee to every Ammonia purchaser utmost value and satisfaction.

The MATHIESON ALKALI WORKS (Inc.)
250 PARK AVENUE, NEW YORK CITY
PHILADELPHIA CHICAGO PROVIDENCE
CHARLOTTE CINCINNATI
Works: NIAGARA FALLS, N. Y. SALTVILLE, VA.



Cold Storage Installation
All Kinds of Refrigerator Construction
JOHN R. LIVEZEY
Glenwood Avenue, West 22nd St., Philadelphia, Pa.
528-530 St. Paul St., Baltimore, Md.
902 Woodward Bldg., Washington, D. C.

H. PETER HENSCHEN
Architect
PACKING PLANTS AND COLD STORAGE CONSTRUCTION
59 East Van Buren St., Chicago, Ill.

fancy poultry comprises fryers, broilers, ducklings and fricassee of fowl.

Orange package meats include sirloin steak, hamburger steak, stewing beef; sirloin, rib and pot roasts; lamb chops, both kidney and rib, lamb legs, lamb fores and stewing lamb; stewing veal; and pork chops and pork loin roast.

Frosted fish items consist of had-dock, halibut, mackerel and cod fillets; fillet of sole, cod and swordfish steaks; salmon; lobster meat; clams and oysters.

In the vegetable list are peas, spinach, lima beans and mushrooms and popular among the fruits are strawberries, two kinds of cherries, raspberries, blackberries, prune plums and loganberries.

New additions to the vegetable list will include rhubarb, string beans, corn on and off the cob and asparagus.

Thus the retailer provided with low temperature cases is prepared to serve his customers with an unusual line of meats, fish, vegetables and fruits the year round.

FROZEN TROPICAL FRUITS.

Frozen tropical fruits may enter the United States under permit and inspection, with the exception of avocados from Mexico and Central America, according to a recent ruling of the U. S. Plant Quarantine and Control Administration. These fruits may come from any foreign country or from Porto Rico and Hawaii.

The fruit is held at a temperature of 20 degs. F. after freezing, and it must

be at or below this temperature in all parts of the package when inspected before unloading at ports of entry. The low temperatures to which the fruit is exposed by the frozen pack method have been found to be highly effective in destroying the young of fruit flies which may infest the pulp of the fruit.

REFRIGERATION NOTES.

C. W. Irvin, president of the Cannelton, Ind., Ice Co., will take complete charge of the company shortly after Aug. 1.

City Ice Co., Raceland, Ky., is erecting a modern ice making plant.

Mathieson Alkali Co., Saltville, Va., has started operation of a carbon-dioxide ice plant.

Fire completely destroyed the ice plant and machinery owned by H. W. Mann, Collierville, Tenn. The loss is estimated at \$18,000. Plans for rebuilding immediately are being formed.

Paul O. Newman & Son, Winston-Salem, N. C., have recently erected a new ice making and cold storage plant at a cost of \$40,000. The plant has a 23-ton capacity.

Peoples Ice Co., Pensacola, Fla., is planning the erection of an electrically operated ice making plant at Milton, Fla. The company has acquired a site formerly occupied by the Gulf Power Co. plant destroyed by fire some time ago.

Complete ice making machinery and cold storage facilities are being planned for at a cost of \$10,000 at Selah, Wash., by the Yakima Fruit Growers' Association.

CZECH HOG IMPORTS DECLINE.

Higher tariff, an increased domestic production and a decline in consumption have had a great influence on imports of hogs into Czechoslovakia. In 1929 there were 797,000 swine imported with a value of \$21,000,000, while in 1930 there were imported 536,000 head valued at \$14,970,000. Imports during January and February, 1931, amounted to 71,000 head; in the same months of 1930, 87,000 head, and during the first two months of the current year to only 17,000 head.

Hungarian exports have been almost completely shut out since the cancellation of the Czechoslovak-Hungarian commercial treaty. Polish exports also show a substantial decline. Imports of swine from Poland dropped from 52,000 head during the first two months of 1930 to 6,200 head during the same period of 1931. To avoid the high duty, importers now bring in meat instead of live animals. Imports of pork from Poland in December, 1930, amounted to 42 metric tons valued at \$9,000; in January, 1931, imports increased to 350 metric tons valued at \$71,000 and in February, 1931, to 790 tons with a value of \$135,000.

This has had an unfavorable influence on employment in domestic slaughterhouses.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended Aug. 1, 1931, amounted to 7,124 metric tons, compared with 6,972 metric tons last week, and 5,605 metric tons during the corresponding week of last year.

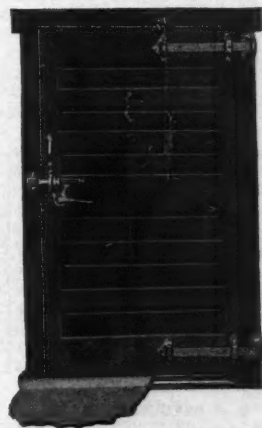
The real test of a door's value is service life . . .

That's why so many companies re-order Jamison & Stevenson Doors

These hundreds of plant owners—throughout all refrigerating industries—don't guess or gamble on their cold storage doors. Not when they have in their own plants the incontrovertible proof of performance. When they continue to order and re-order Jamison and Stevenson products for wall openings in expanded old plants and new operations, it is direct evidence that they have found in these products all they desire.

Why ignore the experience of these hundreds of plant-owners for the old "cheap price" argument? A dollar saved on a door won't pay for the plant disruption if that door fails. It's not the price difference at this end—it's the extra years of efficient life at the other end that these owners consider.

The reasons for these "extra years of efficient life"? Plant-owners are full of them. Our catalog is full of them. Ask the one—write for the other.



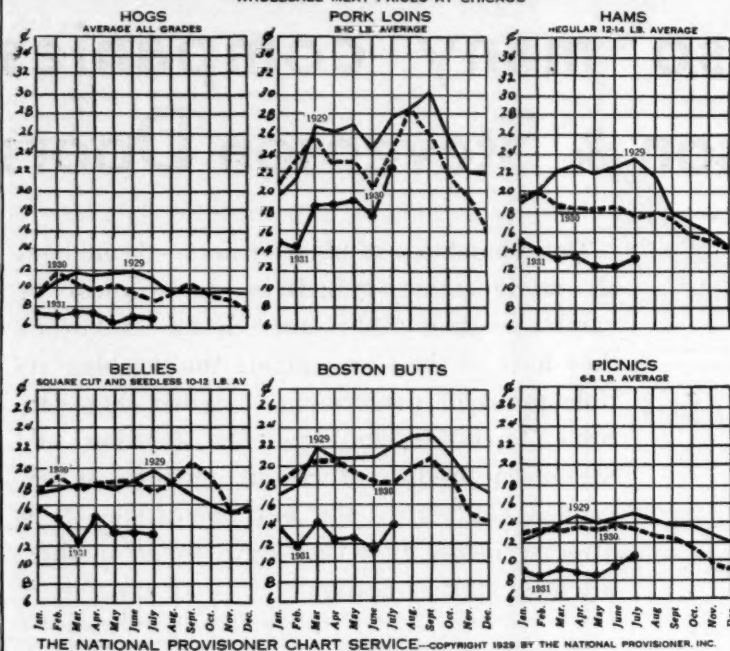
JAMISON COLD STORAGE DOOR CO.
CONSOLIDATING JAMISON COLD STORAGE DOOR CO., INC.
AND STEVENSON COLD STORAGE DOOR CO.
HAGERSTOWN, MARYLAND, U. S. A.
Oldest and largest makers of Cold Storage Doors in the World
Branches: 300 Madison Ave., NEW YORK . . . Builders Bldg., CHICAGO
116 West 24th St., CHESTER, PA. . . Railway Exchange Bldg., ST. LOUIS
4019 Gaston Ave., DALLAS SAN FRANCISCO
Agents: Gay Engineering Co., 2650 Santa Fe Ave., LOS ANGELES
D. E. Fryer & Company, SEATTLE and SPOKANE
Southern Ice Supply Co., MARIETTA, GA.
Foreign Agents: Armstrong Cork Co., Ltd., LONDON
The von Hamm-Young Co., Ltd., HONOLULU Okura & Co., JAPAN

Jamison & Stevenson

Cold Storage Doors

HOGS AND FRESH PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1929 BY THE NATIONAL PROVISIONER, INC.

These charts in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during the first seven months of 1931 compared with those of 1930 and 1929.

Throughout this period the price trend on all products is well below that of one and two years ago. In fresh meats, the widest spread is to be found in hams, Boston butts and picnics, while pickled hams and dry salt meats in the cured list moved at prices sharply under those of a year ago. While lard prices are lower, the spread is not so

wide because low price levels have prevailed on this commodity for several years.

Little improvement except in the light averages of fresh meat cuts is shown during the month just ended. A scarcity of well-finished light hogs resulted in short supplies of light loins, hams, picnics and Boston butts with a resultant rise in price.

Fresh Pork Products.

Pork Loins.—Light weight pork loins showed considerable price increase due

to scarcity. Sales of medium and heavy averages of loins were crowded, resulting in a wide spread in price. The general trade on this product was slow and featureless. Some frozen loin sales were made in a moderate way.

Hams.—A slight increase in the average price of light averages of green hams was recorded during the month. This can be attributed to scarcity in supplies and the demand for the green product to fill orders for smoked hams which resulted in a limited supply moving into trade channels green. Heavier averages showed a declining tendency, while export business was very light.

Bellies.—This product enjoyed a steady market with a little price fluctuation. There was a fair volume of business in carlots, with no unusual features, but just enough demand to maintain steady prices.

Boston Butts.—Boston butts were very active during the month. There was a good jobbing demand and steady movement at firm prices. This product reacted more in sympathy with the loin market during the past month than has been evident in a long time.

Picnics.—Light green picnics were scarce, and there was good demand from several directions for the 4/6 average. The 6/8 average was in fair demand with enough buying to maintain a steady market. The 8/10 average and heavier showed weakness and sold at wide price differentials.

Cured Pork Products.

S. P. Hams.—There has been a good distributive trade on the lighter averages of pickled hams through smoke-house channels, but the export outlet was dull. The boiling ham trade was rather disappointing. There was a moderate advance in price, but offerings of pickled stocks in carlots seemed to be fairly liberal. Heavy processing by packers and the sale of the finished product at rather low prices checked the demand for boiling hams as ham boilers found it difficult to compete on a price basis.

Lard.—The lard market was rather weak during the month, and stocks accumulated in the face of light hog runs and the receipt of large numbers of hogs which produced a limited amount of lard stock. The international situation, particularly Germany's financial problem, has been reflected in the lard market. With stabilization and an improved money market there appears to be indications of a better feeling toward this commodity.

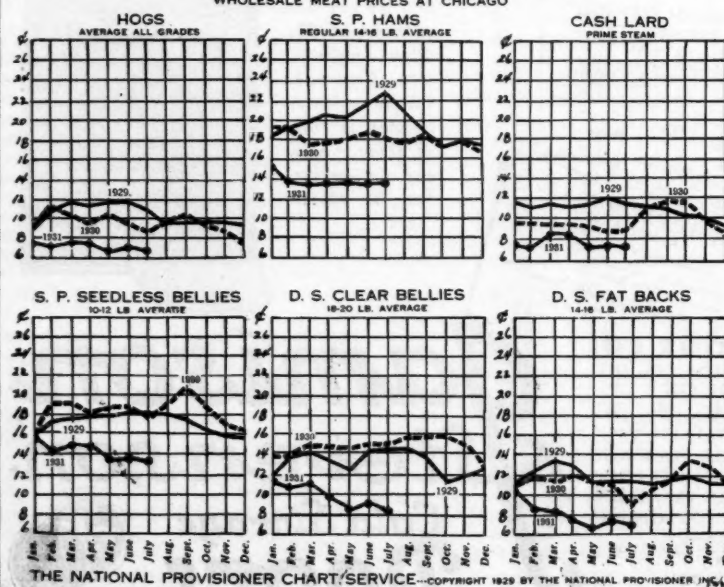
S. P. Bellies.—There has been little carlot trading on pickled bellies, the outlet being primarily through smoke-house channels. Dry cure bellies have been rather featureless, production in most directions apparently being sufficient to meet the demand. An occasional car moved during the month but general business was slow.

D. S. Bellies.—Trade in D. S. bellies has been disappointingly slow. The outlet in the South has been dull, due to the weak cotton situation and the speculative market is showing the influence of weakness in surrounding markets. Such movement to the southern trade as there is has been largely through branch house channels.

Fat Backs.—There has been a fair domestic trade on this product at low

HOGS AND CURED PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1929 BY THE NATIONAL PROVISIONER, INC.

Provision and Lard Markets

WEEKLY REVIEW

Market Weak—Trade Active—Hogs Firm—Movement Light—Export Interest Slow—Sentiment Bearish.

The market for hog products was active and weaker the past week. Lard broke sharply, selling off about $\frac{1}{2}$ c lb. into new low ground for the season. The losses from the season's best levels amount to almost $2\frac{1}{2}$ c lb. The market was subjected to liquidation and selling credited to packers' interests which uncovered rather poor support. At times, there was speculative absorption due to the relative firmness of hogs and the light hog run, but the weight of offerings was too much for the market to absorb, and with the weakness in outside markets lard gradually sagged.

Small technical rallies were noted from the break, but the undertone was distinctly heavy. Considerable attention was given to the reports that the packing industry is assured of a continued supply of low priced hogs during the next marketing year beginning October 1, and that the present indications are that the slaughter from pigs raised this year will be greater than the average for the four preceding years.

Domestic demand was only moderate, and export interest was again rather slow. A depressing influence was the accumulation in Chicago of more than 11,000,000 lbs. during July in spite of the comparatively light hog run. The total stock at the end of July was placed at 64,065,000 lbs., against 50,819,000 lbs. at the end of June and 62,093,000 lbs. at the end of July last year. The export market, it is pointed out, is decidedly uncertain as to the demand in view of the growing ability of Danish and other Northern European hog producers to supply an increasingly large part of the Continental demand.

Export Demand Slow.

Exports of lard for the week ended July 25 were 6,852,000 lbs., against 10,083,000 lbs. for the corresponding period a year ago. Exports since the first of January totaled 343,815,000 lbs., against 418,114,000 lbs. for the same time a year ago. Bacon exports were 710,000 lbs. for the week against 1,969,000 lbs.

prices. A good many green backs have gone to the lard tank as other outlets not infrequently have been below tank values. Supply of this product has been moderate, but demand was lacking.

Hogs.

Hog slaughter for the first seven months of the year is well under that of one and two years ago, and the prospect for the coming four to six weeks at least is for further decreases. In spite of shortage in supplies hog prices continue to prevail well under those of one and two years ago. Lower product prices, slow demand and sharp competition from large supplies of beef, veal and lamb are limiting factors which in the aggregate have wielded a strong depressing influence on the live hog market.

same time last year; hams and shoulders, 1,436,000 lbs. and 2,235,000 lbs. respectively; pickled pork, 151,000 lbs., against 169,000 lbs. the same week last year.

Average price of hogs was 6.40c, against 6.25c a week ago, 8.80c last year, and 10.90c two years ago. The average weight of hogs received at Chicago last week was 257 lbs., against 257 lbs. the previous week, 258 lbs. a year ago and 258 lbs. two years ago.

Hog slaughterings at Chicago from March 1 to August 1 were 2,364,000 head, against 2,644,000 head last year, a decline of 10 per cent.

Professional sentiment in lard continues rather bearish. This is based on expectation of lower hog markets in the Fall due to the predicted large movement, indications for a continued slow export demand and only a fair domestic cash trade.

Reports indicate that hog cholera is unimportant at the present time. While there are outbreaks in some parts of the country, there is less than the usual apprehension that hog cholera will be permitted to reach the devastating stages. September and October are the months of largest losses from this disease, but, of course, foundations for the epidemic are laid in July and Au-

gust. A survey of conditions do not cause any general alarm. The average health of the pig crop was never better, according to reports, and the crop is making steady progress toward maturity.

PORK—Demand was reported rather quiet, but the market was about steady. Mess was quoted at \$21.75; family, \$25.50; fat backs, \$17.50@18.50.

LARD—Reports indicate a rather moderate demand in the domestic market, while foreign interest continued to rule slow. At New York, prime western lard was quoted at 7.90@8.00c; middle western, 7.70@7.80c; New York City tierces, 7 $\frac{1}{2}$ c; tubs, 7 $\frac{1}{2}$ @8c; refined continent, 8 $\frac{1}{2}$ c; South America, 8 $\frac{1}{2}$ c; Brazil kegs, 9 $\frac{1}{2}$ c; compound, 9 $\frac{1}{2}$ c. At Chicago, regular lard in round lots was quoted at 5c under September; loose lard, 75c under; leaf lard, 105c under.

See page 41 for later markets.

BEEF—The market was rather quiet and more or less of a nominal affair. At New York, mess was nominal; packet nominal; family, \$12.00@13.50; extra India mess nominal; No. 1 canned corned beef, \$2.25; No. 2, \$4.75; 6 lbs. South America, \$16.00; pickled tongues, \$60.00@65.00 per barrel.

Light Hogs Show Best Cut-Out Values

Continued small hog runs and the inclusion of a relatively limited number of good hogs resulted in prices well above the seven dollar mark for the better grades. Receipts at Chicago during the first four days of the week at 73,000 were about the same as last week. For the eleven markets receipts totaled 269,000, compared with 266,000 a week ago, 311,000 a year ago and 359,000 two years ago.

Owing to the scarcity of well finished light hogs that will yield light hams, loins and bellies prices for these hogs are higher and their cut-out value is good. As weights go above 220 lbs. the cut-out value is less satisfactory as returns on product assigned to dry salt and to lard are very low.

About forty per cent of the hogs

marketed at Chicago were packing sows and a considerable number of pigs and underweight hogs were in evidence. Dry weather in a few sections is forcing premature marketing of hogs as well as of other kinds of livestock.

The following test, worked out on the basis of summer yield of well finished butcher hogs shows a considerable cutting loss on hogs weighing over 240 lbs. The test is figured on the basis of live hog costs and green product prices at Chicago as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. A credit of 20c per hundredweight is shown for edible and inedible offal and overhead and other costs ranging from 55c per hundredweight on the lightest to 49c per hundredweight on the heaviest hogs are charged against the cut out value.

Local costs and credits should be substituted in working out the test.

	100 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.80	\$1.80	\$1.74	\$1.60
Picnics	.58	.54	.51	.32
Boston butts	.57	.57	.56	.50
Pork loins	2.37	2.12	1.57	1.13
Bellies, light	1.25	1.14	.73	.23
Bellies, heavy	..	..	.27	.62
Fat backs	..	..	.20	.27
Plates and jowls	.08	.10	.14	.17
Raw leaf	.12	.13	.13	.13
P. S. lard, rend. wt.	.86	.92	.81	.75
Spare ribs	.08	.10	.11	.11
Regular trimmings	.10	.12	.13	.13
Rough feet	.03	.03	.03	.03
Tails	.01	.01	.01	.01
Neck bones	.02	.03	.02	.02
Total cutting value (per 100 lbs. live wt.)	\$7.97	\$7.69	\$6.96	\$6.02
Total cutting yield	84.70%	87.45%	89.50%	70.50%
Crediting edible and inedible offal to the above total cutting values and deducting from these sums the cost of live hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$.05	\$.35	\$.60	\$.80
Loss per hog	.08	.70	1.62	2.56

Meat and Lard Stocks

Meat stocks on hand at seven principal markets on August 1, 1931, show a decline of 26,500,000 lbs., compared with those of a month earlier. Lard stocks, on the other hand, show an increase of 13,300,000 lbs.

The entire decline in stocks of meats is shown in the pickled product. Regular ham stocks are down 12,000,000 lbs., skinned hams 7,000,000 lbs., bellies 5,900,000 lbs. and picnics 2,500,000 lbs. from those on July 1.

Compared with a year ago, stocks of regular hams and picnics are considerably lower, while skinned ham and pickled belly stocks are higher.

Hog supplies showed a seasonal decline during July and were the smallest for the month at the eleven principal markets in twenty-one years. At Chicago only three July totals have been smaller since 1895.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on July 31, 1931,

with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	July 31, 1931.	June 30, 1931.	July 31, 1930.
Total S. P. meats	175,186,370	202,520,417	165,789,175
Total D. S. meats	77,947,537	75,841,922	48,130,547
Total all meats	276,134,510	302,602,015	232,233,979
P. S. lard	73,268,300	62,107,076	59,557,306
Other lard	20,391,899	18,248,939	25,096,416
Total lard	93,660,199	80,356,015	84,653,722
S. P. regular hams	39,865,939	51,987,034	47,880,012
S. P. skind. hams	64,649,581	71,527,273	48,002,949
S. P. bellies	62,045,291	57,892,107	40,907,846
S. P. picnics	18,183,577	20,722,510	27,738,774
D. S. bellies	62,556,482	59,307,208	32,396,373
D. S. fat backs	14,644,155	15,758,442	12,558,332

CHICAGO PROVISION STOCKS.

Provision stocks in Chicago at close of business on July 31, 1931, with comparisons, reported by Chicago Board of Trade:

	July 31, 1931.	June 30, 1931.	July 31, 1930.
Meat pork, new, made since Oct. 1, '30, brls.	574	388	400
Other kinds of barreled pork, brls.	17,673	22,346	24,037
P. S. lard, made since Oct. 1, '30, lbs.	49,959,675	40,025,735	47,020,005
P. S. lard, made Oct. 1, '29 to Oct. 1, '30, lbs.			788,013

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on August 6, 1931:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
FRESH BEEF:				
YEARLINGS: (1) (300-550 lbs.):				
Choice	\$14.00@16.00		\$15.00@16.00	
Good	13.00@14.50		14.00@15.00	
Medium	12.00@13.50			
STEERS (550-700 lbs.):				
Choice	13.50@15.00		14.50@15.50	15.00@15.50
Good	12.50@13.50		13.50@14.50	14.00@15.00
STEERS (700 lbs. up):				
Choice	12.00@13.00	13.00@14.00	13.50@14.50	14.00@14.50
Good	11.50@12.50	12.00@13.00	13.00@14.00	13.50@14.00
STEERS (500 lbs. up):				
Medium	10.50@11.50	11.00@12.00	10.00@13.00	11.00@13.00
Common	9.50@10.50	10.00@11.00	8.00@10.00	9.00@11.00
COWS:				
Good	9.00@10.00	9.50@10.00	9.00@11.00	10.00@11.50
Medium	8.00@9.00	8.50@9.50	9.00@10.00	9.00@10.00
Common	7.00@8.00	8.00@8.50	7.00@8.00	7.00@8.00
FRESH VEAL AND CALF CARCASSES:				
VEAL (2):				
Choice	15.00@17.00	15.00@16.00	17.00@20.00	15.00@16.00
Good	14.00@16.00	13.00@15.00	15.00@17.00	14.00@15.00
Medium	13.00@15.00	11.00@13.00	12.00@15.00	12.00@13.00
Common	11.00@13.00	10.00@11.00	10.00@12.00	11.00@12.00
CALF (2) (3):				
Choice			13.00@15.00	12.00@13.00
Good		12.00@13.00	12.00@14.00	11.00@12.00
Medium		10.00@12.00	10.00@12.00	10.00@11.00
Common		9.00@10.00	8.00@10.00	9.00@10.00
FRESH LAMB AND MUTTON:				
LAMB (35 lbs. down):				
Choice	19.00@21.00	17.00@19.00	18.00@20.00	19.00@20.00
Good	16.00@19.00	16.00@18.00	15.00@18.00	16.00@19.00
Medium	13.00@16.00	13.00@16.00	11.00@15.00	15.00@17.00
Common	10.00@13.00	10.00@13.00	8.00@11.00	11.00@14.00
LAMB (39-45 lbs.):				
Choice	19.00@21.00	17.00@19.00	18.00@20.00	18.00@20.00
Good	16.00@19.00	16.00@18.00	15.00@18.00	17.00@19.00
Medium	13.00@16.00	13.00@16.00	11.00@15.00	15.00@17.00
Common	10.00@13.00		8.00@11.00	11.00@14.00
LAMB (46-55 lbs.):				
Choice	18.00@19.00	16.00@18.00	18.00@19.00	
Good	16.00@18.00	15.00@17.00	15.00@18.00	
MUTTON (Ewe) 70 lbs. down:				
Good	9.00@10.00	10.00@11.00	7.00@9.00	9.00@10.00
Medium	7.00@9.00	8.00@10.00	6.00@8.00	8.00@9.00
Common	5.00@7.00	7.00@8.00	4.00@6.00	6.00@8.00
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. av.	23.00@25.00	22.50@24.00	23.00@25.00	21.00@24.00
10-12 lbs. av.	21.00@24.00	21.50@23.00	22.00@24.00	20.00@23.00
12-15 lbs. av.	19.00@22.00	18.00@21.00	19.00@22.00	18.00@21.00
16-22 lbs. av.	17.00@20.00	16.00@19.00	17.00@20.00	16.00@19.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	11.00@12.00		12.00@13.00	12.00@13.00
PICNICS:				
6-8 lbs. av.		12.00@13.00		
BUTTS, Boston Style:				
4-6 lbs. av.	14.00@16.00		14.00@16.00	14.00@15.00
SPARE RIBS:				
Half Sheets	7.00@8.00			
TRIMMINGS:				
Regular	5.50@6.00			
Lean	10.00@11.50			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

Other kinds of lard, lbs.	14,106,021	10,794,105	13,385,219
D. S. cl. bellies, made since Oct. 1, '30	23,833,550	24,960,097	10,680,525
D. S. rib bellies, made since Oct. 1, '30	4,164,351	4,191,040	3,080,920
Extra sh. sides, made since Oct. 1, '30, lbs.	113,179	47,640	118,402
Short cl. sides, lbs.			43,238
Dry salted sh. fat backs, lbs.	4,638,913	4,854,883	6,237,414
Dry salted shoulders, lbs.			742
S. P. hams, lbs.	19,627,169	26,776,006	21,139,981
S. P. skinned hams, lbs.	29,126,486	31,573,549	22,706,390
S. P. bellies, lbs.	21,827,792	23,218,817	14,203,373
S. P. Californias or picnics, S. P. Boston shoulders, lbs.	9,568,969	11,383,633	13,575,925
S. P. shoulders, lbs.	135,240	133,300	124,283
Other cuts of meats, lbs.	9,819,908	9,858,461	8,620,345
Total cut meats, lbs.	122,855,557	136,997,428	100,087,700

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Aug. 1, 1931:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended Aug. 1, 1931.	Aug. 2, 1931.	July 25, 1931.	July 18, 1931.
Total	1,422	2,082	1,436	54,791
To Belgium	13	13	13	611
United Kingdom	1,844	1,933	1,267	45,794
Other Europe	6	6	6	30
Cuba	62	1	125	3,151
Other countries	16	129	44	5,233

BACON, INCLUDING CUMBERLANDS.

Total	1,346	1,142	710	27,587
To Germany	1,187	843	284	15,016
United Kingdom	48	145	240	2,401
Other Europe	47	3	103	6,378
Cuba	64	08	273	2,515

LARD.

Total	7,530	7,485	6,852	351,345
To Germany	633	992	92	68,059
Netherlands	74	456	212	16,778
United Kingdom	5,583	3,640	5,827	137,890
Other Europe	367	449	32	14,388
Cuba	589	758	489	28,390
Other countries	304	1,190	200	55,343

PICKLED PORK.

Total	277	54	151	9,058
To United Kingdom	32	5	22	1,221
Other Europe	63	2	2	191
Canada	63	2	2	1,953
Other countries	182	45	120	5,061

TOTAL EXPORTS BY PORTS.

Week ended August 1, 1931.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,422	1,346	7,530	277
Boston	144	115	74	3
Detroit	911	224	2,258	....
Port Huron	217	60	2,186	83
Key West	62	47	349	178
New Orleans	13	5	544	4
New York	75	1,010	2,075	10

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Exported to:				
United Kingdom (total)	1,344	1,187	1,944	1,157
Liverpool	144	115	74	3
London	911	224	2,258	....
Glasgow	217	60	2,186	83
Other United Kingdom	13	5	544	4
Exported to:				
Germany (total)	633	992	92	68,059
Hamburg	74	456	212	16,778
Other Germany	5,583	3,640	5,827	137,890

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Aug. 1 to Aug. 5, 1931, totaled 877,850 lbs.; tallow, none; greases, none; stearine, none.

Exports of lard from New York City during July, 1931, totaled 7,639,954 lbs.; greases, 628,800 lbs.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The situation in tallow continued rather easy the past week. Although no changes were indicated and the market at New York was quoted at 3½c f.o.b., the undertone was rather heavy. There has been a small steady business passing at the quoted level, with smaller renderers doing most of the selling, while the larger consumers have been taking the supplies. It is indicated that stocks in the hands of larger producers are gradually increasing. While there is not much pressure from that direction, bids a shade under the quoted price for good sized quantities might result in business.

Weakness in outside markets, sluggishness in securities and new low prices for the season registered in major commodities generally has had a sentimental influence. Outside tallow has been rather quiet, but steady. It is understood that consumers supplies are sufficient to carry them along for this month at least. In some instances they have part of their September requirements, nevertheless it seems that both larger producers and consumers are satisfied with the present prices.

At New York, special tallow was quoted at 3½c; extra, 3½c; edible, 4½c nominal. All prices are f.o.b.

At Chicago, demand was reported as rather slow, with small business passing. Buyers are not interested in quantities at the present time. At Chicago, edible was quoted at 4½c; fancy, 4c; prime packer, 3½c; No. 1, 3½c; No. 2, 2½c.

There was no tallow auction at London this week. At London, Argentine beef tallow, August-September shipment, was quoted at 19s 9d, a decline of 3d for the week. Australian good mixed, August-September shipment at London was quoted at 20s net.

STEARINE—A moderate trade has been passing in the domestic market, and the tone was quite steady. New York is quoted at 8½c. At Chicago, the market was easier and quoted at 7½c. It is understood that some plants have slowed down.

OLEO OIL—There was no change in this market. Demand was reported rather moderate, and the undertone quite steady. At New York, extra was quoted at 6½c; medium, 5½c; lower grades, at 5½c. At Chicago, a moderate demand was reported, with extra quoted at 6c.

See page 41 for later markets.

LARD OIL—An easier undertone was reported in this market. Demand was rather slow, and an enlargement in offerings was reported. At New York, edible was quoted at 12½c lb. in barrels; extra winter, 9c; extra, 8½c; extra No. 1, 8c; No. 1, 7½c; No. 2, 7½c.

NEATFOOT OIL—The market was rather quiet and slightly easier in tone, with the demand generally reported as slow. At New York, pure oil was quoted at 10½c; extra, 8½c; No. 1, 7½c; cold test, 14½c.

GREASES—The demand the past week has been exceedingly quiet. Consumers generally have been holding off.

The developments in tallow have been against the market and while there has been no pressure of supplies, the undertone was rather heavy. Most of the consumers' demand has been fill-in requirements, with no disposition to take hold of future shipment.

At New York, superior house was quoted at 3½c; yellow and house grease, 2½c; A white, 3½c; B white, 3½c; choice white, 4½c.

At Chicago, demand was reported as only moderate. Some inquiry was indicated for choice white grease although there has been some trading in yellow greases of late at slightly lower prices. At Chicago, choice white, all hog, was quoted at 3½c; A white, 3c; B white, 2½c; yellow, 2½c; brown, 2½c. The better grades have held relatively firm due to the improved demand. Weakness was noted in the lower grades.

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, August 5, 1931.

It seems hard to hold prices up of both fertilizer and feeding materials because while the production has been cut down in various directions the demand continues to be very limited.

Unground tankage has been selling from \$1.35 to \$1.40 basis f.o.b. New York and sellers are quoting \$1.50 and 10c f.o.b. Ground tankage is offered at \$1.75 and 10c New York and buyers views are lower.

Ground dried blood is offered at \$1.75 per unit New York. Stocks are starting to accumulate and probably the next sales will be made at lower prices. Foreign blood is offered only in a limited way as far as this South American product is concerned.

The sulphate of ammonia situation remains quiet, and both buyers and sellers are awaiting further developments. The same thing may be said of nitrate of soda.

The fish factories at Chesapeake Bay, Va., have reported a very poor catch so far and it will take them some time to produce quantities already sold for delivery if and when made.

JUNE CANNED POULTRY.

Poultry canned during June, 1931, by the thirty principal firms preparing this product totaled 884,382 lbs., compared with 1,770,683 lbs. in June, 1930. The total quantity of poultry canned during June, 1931, was 914,450 lbs., thirty-two firms participating.

ARGENTINE FRIGORIFICOS.

Slaughter in Argentine frigorificos during May, 1931, totaled 293,728 cattle, 323,309 sheep and 69,973 hogs.

By-Products Markets

Chicago, Aug. 6, 1931.

Blood.

The market continues easy. Price is quoted nominally at \$1.50.

	Unit Ammonia.
Ground and unground.....	@ \$1.50

Digester Feed Tankage Materials.

Situation remains very quiet. Little activity is evident. Prices are nominal.

	Unit Ammonia.
Unground, 11½ to 12½ ammonia.....	\$1.50 @ 1.75 & 10c
Unground, 8 to 8½ ammonia.....	@ 1.35 & 10c
Liquid stock.....	1.25 @ 1.35
Steam bone meal, special feeding, per ton.....	30.00

Packinghouse Feeds.

Product is in light demand and prices are easy.

	Per Ton.
Digester tankage, meat meal.....	\$ 35.00
Meat and bone scraps, 50%.....	@ 35.00

Fertilizer Materials.

Sales were made again this week at \$1.50 & 10c.

	Unit Ammonia.
High grd. ground, 10½ to 12½ am.....	@ \$1.50 & 10c
Low grd. and ungr., 8-9½ am.....	@ 1.25 & 10c
Bone tankage, low grd., per ton.....	@ 14.00
Hoof meal.....	@ 1.25a

Dry Rendered Tankage.

Offerings are small. Inquiry continues nominal.

Hard pressed and exp. unground, per unit protein.....	\$.35 @ .40
Soft prod. pork, ac. grease & quality, ton.....	@ 25.00
Soft prod. beef, ac. grease & quality, ton.....	@ 20.00

Bone Meals (Fertilizer Grades).

Market continues to show little activity. Offerings are nominal.

Raw bone meal for feeding.....	\$20.00 @ 25.00
Steam ground, 3 & 50.....	@ 15.00
Steam, unground, 3 & 50.....	@ 12.00

Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade.....	\$30.00 @ 150.00
Mix. shin bones.....	65.00 @ 110.00
Cattle hoofs.....	16.00 @ 18.00
Junk bones.....	@ 15.00a

(Note—Foregoing prices are for mixed cartloads of unsorted materials indicated above.)

Gelatine and Glue Stocks.

The market continued very quiet. Transactions are few, prices are unchanged.

	Per Ton.
Kip stock.....	\$24.00 @ 26.00
Calf stock.....	38.00 @ 40.00
Hide trimmings (old style).....	18.00 @ 20.00
Hide trimmings (new style).....	16.00 @ 18.00
Horn piths.....	@ 25.00
Cattle jaws, skulls and knuckles.....	24.00 @ 25.00
Sinews, plizies.....	@ 22.00
Pig skin scraps and trim., per lb.....	2 @ 2½c

Animal Hair.

Animal hair market continues nominal, with practically no activity.

Summer coil and field dried.....	1½ @ 1½c
Processed, black winter, per lb.....	@ 5½c
Processed, grey, winter, per lb.....	4½ @ 4½c
Cattle switched, each.....	1½ @ 1½c

*According to count.

THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

FOOD PRICES ARE DOWN.

The weekly food bill of the average family is 18 percent lower this year than in 1930. Moreover, the budget of the average family shows a greater saving in food than in any other necessity, according to Albert H. Morrill, president of Kroger Grocery and Baking Company, which has just completed a survey and comparison of food prices.

Official reports indicate that during the past year clothing has declined in price 13.7 per cent, housing has declined 7.4 per cent, fuel and light have declined 3.7 per cent. Kroger's investigation shows that food prices in their stores are 18 per cent lower than a year ago.

This means that the weekly family budget of \$10, which last year bought 90 pounds of food, today will buy 110 pounds of similar food.

The average family has benefited by this lower cost in two ways—they are using this year better foods and different foods and more of certain kinds of foods, or they are spending 18 per cent less for the same kinds of foods they used last year. A family with a weekly food budget of \$20 a year ago can buy the same food today for \$16.40. A family budget of \$30 a week last year can be reduced this year to \$24.60 and will purchase the same quantity of food.

A definite idea of how food prices have declined may be obtained from the following specific items included in the Kroger survey:

Item	P. C. Decline
Bread	17
Butter	45½
Eggs	66
Cheese	54
Pork sausage	65
Pork chops	6
Smoked hams	40
Shoulder of lamb	50
Beef steak	38.1
Chuck roasts	56 2/3
Meat for loaf	40 2/3
Spare ribs	54

JUNE MARGARINE PRODUCTION.

Margarine production during June, 1931, reported by margarine manufacturers to U. S. Bureau of Internal Revenue, with comparisons:

	June, 1931.	June, 1930.
	Lbs.	Lbs.
Uncolored	12,248,815	21,000,190
Colored	387,270	905,746
Total	12,636,085	21,905,936

MARGARINE MATERIALS USED.

Oleomargarine produced and materials used in manufacture during June, 1931, with comparisons:

Ingredients of uncolored margarine:	June, 1931.	June, 1930.
	Lbs.	Lbs.
Butter	5,141	99,750
Cocoonut oil	7,013,374	11,466,899
Corn oil		352
Cottonseed oil	964,114	1,781,674
Derivative of glycerine	8,710	8,955
Edible tallow		230
Lecithin	352	42
Letisene concentrate		63
Milk	3,332,569	5,787,075
Mustard oil		1,715
Neutral lard	509,058	945,080
Oleo oil	991,309	2,504,221
Oleo stearine	398,944	505,778
Oleo stock	53,281	89,556
Palm oil	14,508	29,588
Peanut oil	319,850	387,572
Salt	925,394	1,756,387
Sesame oil	20,635	
Soda (benzoate of)	4,791	6,249
Soya bean oil	2,105	190,913
Total	14,564,155	25,562,069

Ingredients of colored margarine:	June, 1931.	June, 1930.
	Lbs.	Lbs.
Butter	360	2,589
Cocoonut oil	91,703	295,670
Color	436	1,132
Cottonseed oil	47,600	100,076
Derivative of glycerine	2	10
Milk	99,625	287,067
Neutral lard	30,688	107,780
Oleo oil	83,267	240,285
Oleo stearine	5,480	11,590
Oleo stock	7,084	8,828
Palm oil	16,063	20,363
Peanut oil	3,698	12,284
Salt	30,454	78,673
Soda (benzoate of)	22	84
Soya bean oil		291
Total	417,022	1,166,752

WAS IT MARGARINE OR NOT?

The United States Supreme Court has been petitioned to review the decisions of the Circuit Court of Appeals for the fifth circuit in cases involving a question as to whether or not the product of the Standard Margarine Co., of Florida, is taxable as margarine.

The commissioner of internal revenue decided that the product was artificially colored and assessed a tax of \$5,000 on 50,000 lbs. estimated to have been produced in January, 1929. The company declared the product was not margarine and obtained a preliminary injunction in the federal court for the southern district of Florida. Upon appeal to the Circuit Court of Appeals the decision of the lower court was affirmed. The government is asking for a review, asserting that the question involved is of importance to the government in the administration of the revenue law.

P. & G. BUYS CUBAN FIRM.

Sabates S en C, of Havana, Cuba, manufacturers of soaps, perfumes and candles, has been purchased by Procter and Gamble. The company was founded 75 years ago and is regarded as the largest soap and candle manufacturer in Cuba. A subsidiary of Sabates S en C, Perfumeria, Thesalia S. A., manufacturers of perfumes and cosmetics, was included in the transaction. Juan Sabates, chief owner and head of the company, will remain as president and general manager of the new organization, which will be known as Sabates S. A.

HULL OIL MARKETS.

Hull, England, Aug. 5, 1931.—(By Cable)—Refined cottonseed oil, 20s 7½d; Egyptian crude cottonseed oil, 18s 6d.

LESS MEAL FOR FERTILIZER.

Cottonseed meal used as fertilizer during the year ended July 31, 1930, was 215,329 tons, or about 9 per cent of the total production, according to the U. S. Bureau of Agricultural Economics. Manufacturers of commercial fertilizers used 76,023 tons and farmers applied 139,306 tons directly to the soil. This is an increase of about 30,000 tons used by farmers over the amount they used the previous year. The amounts used in commercial fertilizers was approximately the same in 1929 and 1930.

The fact that cottonseed meal is too valuable as feed to be put to fertilizer purposes is becoming generally recognized. It is not so many years ago that from 20 to 25 per cent of the production was thus used. Farmers are learning that they can feed cottonseed meal to cattle and retain over 80 per cent of its ammonia value in manure.

COMPOUND IN MEXICO.

Six plants in Mexico were manufacturing compound lard and other lard substitutes in Mexico in 1929, according to a recently published report of the Mexican Bureau of the Census. These plants consumed in that year 1½ million lbs. of raw material, of which 1,302,000 lbs. were domestic oils and other ingredients, principally cotton and sesame oils. The remaining requirements, less than 203,000 lbs., consisted chiefly of cotton and cocoonut oils, oleo stearine, hydrogenated whale oil and fish oils, were imported.

BUTTER IMPORTS AND EXPORTS.

Butter exports from the United States during June, 1931, totaled 178,310 lbs., compared with 253,586 lbs. in June, 1930. For the six months ended with June the export amounted to 1,194,517 lbs., compared with 1,832,690 lbs. in the same period of 1930. June imports of butter totaled 159,453 lbs., compared with 289,028 lbs. in June a year ago. Imports for the six months of the current year amounted to 729,524 lbs., compared with 1,872,454 lbs. in the first half of 1930.

LARGE WHALE OIL SURPLUS.

Unsold whale oil production for the 1930-31 season is approximately 770,000 barrels, according to the U. S. Department of Commerce. This is in storage in Norway, Holland, Germany and England. In order not to have this quantity of oil thrown on the market the whaling companies interested have formed a selling combine to dispose of it. The offices of the association will be located in Tinsberg, Norway.

OIL DETERIORATION RESEARCH.

Donald C. Wheeler has been appointed assistant to Dr. L. B. Kilgore, research fellow of the Mayonnaise Manufacturers' Association, to do special work in developing a new method for the measurement of the deterioration of the keeping qualities of oils, according to an announcement made recently by Dr. John B. Glassford, chairman of the committee on the Mayonnaise Fellowship.

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

Vegetable Oil Markets

WEEKLY REVIEW

Trade Active—New Season's Lows Registered—Allied Commodities Weak—Weevil Activity Increasing—Crude Lower—Stock Market Sluggish.

A more active trade was noted in cotton oil futures on the New York Produce Exchange the past week. The market ruled weak and sold into new low ground for the season, due primarily to the weakness in allied commodities. New season's lows were recorded in cotton and lard, while commodity markets generally went into new low ground with some to the lowest for all time.

Liquidation and stop loss selling was noted from time to time, and the market was also subjected to refiners' selling which disclosed but limited support. The liquidation in the nearby deliveries were taken up, in most cases, by speculative shorts. There was some evidence of new buying in the new crop deliveries, but selling pressure increased on all the minor upturns. Rallying power was feeble. The market reflected the weakness in outside commodities as well.

There were also indications of selling of oil against purchases of lard, as the latter commodity was comparatively cheap. Loose lard at Chicago sold at almost the same price as nearby oil futures at New York. There was no evidence of commission house demand. This tended to support the market last week, but the willingness on the part of professional shorts to take profits on a scale down has resulted in an orderly decline, notwithstanding the sharp breaks in cotton and lard.

Crop Conditions Good.

Cotton crop conditions, in the main, are generally satisfactory, and present indications are for a probable outturn of somewhat more than 14,000,000 bales, which is about the same as the estimated crop at this time a year ago. Increasing weevil activity is reported from various sections, however, with some points indicating that weevil ac-

tivity is the worst on record. Particular attention is being paid to the reports of weevil infestation in Louisiana, Georgia, Mississippi and South Carolina.

Too much rain has been reported from various parts of the belt, and a continuation of this sort of weather could change prospects radically. For the next three weeks the weather conditions will be the dominating influence, as the crop is now in its critical stage. However, with the news generally none too constructive, the cotton oil trade is inclined to pay more attention to the high cotton estimates and less interest given to the damage reports.

Lard was weak, the market selling off sharply, being influenced to a great extent by the slow export demand and only a moderate domestic trade. In spite of the small hog run last month, and notwithstanding the relatively firm hog prices, there has been an accumu-

lation in the lard supply at Chicago of more than 1,000,000 lbs. The totals are now greater than they were a year ago. Indications are that there will be a heavy hog movement after the first of October, and the market, as a result, has been subjected to packers pressure and preliminary hedging which has found rather poor speculative support.

Cash Demand Slow.

Refiners have sold moderately, and it is calculated that within the last month they have disposed of anywhere from 5,000 to 10,000 barrels in the January-March position. This was taken by speculators. Southern and western wire houses have been active sellers, but with cotton oil getting down to a price where more speculative interest is being attracted, it is wondered whether or not outside buying will be broad enough to absorb the hedges when they start coming in.

Demand for cash oil has been rather slow. Estimates indicate that the July consumption probably will be under 200,000 bbls. If this is correct it will be the lowest monthly disappearance in recent years.

Crude in the Southeast for nearby shipment sold at $5\frac{1}{4}c$, and it is understood that more is being offered, with buyers ideas lowered to $5c$. New York January oil is selling on a basis of about $4\frac{1}{2}c$ for crude.

COCOANUT OIL—The situation in other oils and conditions surrounding the market have been none too favorable. The result has been that the tone in this market has been distinctly heavy. While price changes were negligible, the demand has been rather poor. Producers' supplies are liberal, but there was no pressure due to the holding-off attitude on the part of consumers. At New York, tanks were quoted at $4@4\frac{1}{2}c$; bulk oil, $3\frac{1}{2}@4c$; Pacific Coast tanks, $3\frac{1}{2}c$.

CORN OIL—Following the firmness noted late last week an easier tone developed. In some quarters corn oil, f.o.b. western mills, is reported available at $6\frac{1}{2}c$. In other directions that figure was said to be bid, but no business was reported.

SOYA BEAN OIL—The tone held rather steady. Demand was light, and

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Aug. 6, 1931.—Due to speculative short selling, New Orleans cotton oil contracts have declined 15 to 40 points during the past week. New crop crude is also lower, with limited offerings of September at $5\frac{1}{2}c$ for Texas and $5\frac{1}{2}c$ for Valley. Majority of the mills refuse to offer and are awaiting crop developments. Spot and nearby bleachable are steady to firm, with indications of a higher price on fresh demand. A small quantity is obtainable at $6.45@6.60c$, loose, New Orleans.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Aug. 6, 1931.—Crude cottonseed oil, nominal; forty-one per cent protein cottonseed meal, $\$18.50$; loose cottonseed hulls, nominal.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Aug. 6, 1931.—Prime cottonseed oil, $5@5\frac{1}{4}c$; forty-three per cent meal, $\$19.50$; hulls, $\$7.50$.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company
Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

the market was rather featureless. Prices were quoted at 5½@5¾c f.o.b. western mills. Eastern producers were said to be asking 6½c.

PALM OIL—A weaker tone was discernible in this market. Consumers' demand has fallen off appreciably. Primary markets were barely steady, and prices at New York have been shaded somewhat. At New York, spot Nigre was quoted at 4¼c; shipment Nigre, 4c; spot Lagos, 4¼c; shipment, 4¾c; and 12½ per cent acid oil, 4¼c.

PALM KERNEL OIL—With demand rather slow and offerings fair, the market was slightly weaker. Bulk oil at New York was quoted at 3.85c for nearby and 4.10c for shipment. Tanks were quoted at about 4c.

OLIVE OIL FOOTS—Inactivity was generally indicated in this market, with offerings fair and the undertone slightly softer. There was no pressure of nearby supplies, but interest in shipment was light. At New York, spot foots were quoted at 4½@5c; and nearby shipment, 4¾c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand for store oil is rather quiet. Southeast crude sold 5¼c nearby. Market transactions at New York:

Friday, July 31, 1931.

	Range—	Closing—
	Sales. High. Low. Bid. Asked.	
Spot	1 700 700 660 a	
Aug.	1 695 695 670 a 695	
Sept.	12 685 670 660 a 670	
Oct.	18 616 610 608 a 610	
Nov. ....	..... 575 a 615	
Dec. ....	..... 580 a 595	
Jan.	6 600 588 590 a 588	
Mar.	8 610 605 595 a 604	

Sales, including switches, 46 contracts. Southeast crude nominal.

Saturday, August 1, 1931.

Spot	650 a
Aug.	650 a
Sept.	650 a 669
Oct.	7 600 600 595 a 605
Nov.	570 a 605
Dec.	565 a 595
Jan.	1 585 585 585 a 588
Mar.	4 595 595 590 a 602

Sales, including switches, 12 contracts. Southeast crude nominal.

Monday, August 3, 1931.

Spot	640 a 700
Aug.	640 a 690
Sept.	2 660 659 643 a 659
Oct.	2 602 600 600 a 604
Nov.	576 a 605
Dec.	570 a 595
Jan.	585 a 594
Mar.	1 604 604 595 a 604

Sales, including switches, 5 contracts. Southeast crude nominal.

Tuesday, August 4, 1931.

Spot	640 a 675
Aug.	626 a 675
Sept.	2 653 638 625 a 640
Oct.	5 600 600 584 a 589
Nov.	550 a 575
Dec.	2 560 560 560 a 570
Jan.	4 565 565 565 a 570
Mar.	2 588 580 580 a

Sales, including switches, 15 contracts. Southeast crude nominal.

Wednesday, August 5, 1931.

Spot	600 a
Aug.	3 638 638 620 a
Sept.	8 631 610 600 a 612
Oct.	2 577 575 565 a 575
Nov.	535 a 560
Dec.	545 a 555
Jan.	3 555 555 550 a 560
Mar.	12 576 570 560 a 570

Sales, including switches, 28 contracts. Southeast crude nominal.

Thursday, August 6, 1931.

Spot	575 a
Aug.	650 590 590 a
Sept.	600 590 570 a 591
Oct.	570 560 550 a 560
Nov.	520 a 555
Dec.	555 554 530 a 545
Jan.	555 543 540 a 543
Mar.	565 555 555 a

See page 41 for later markets.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Aug. 5, 1931.—Cottonseed meal continued its downward course today. Values lost about 50¢ 60¢ per ton during the trading session. The market opened weak, and continued so all morning. The only buying appeared to be in the nature of short covering. Hedge selling continues to be of considerable volume, and under these conditions it was impossible to hold prices up. The cotton crop is rapidly approaching maturity and in the central belt particularly conditions were never more propitious for a heavy yield. The extremely low price of this commodity is the chief bullish argument at the present time. The market has suffered a decline of \$3.50 per ton in the past two weeks which should discount many bearish factors.

Trading in cotton seed today was very dull. The market gave way in sympathy with cottonseed meal and other commodity markets. Bid prices were reduced \$1.00@1.50 per ton, but sellers were not inclined to follow the decline, and the lack of cheap offerings served to curtail trading. The movement of cotton will soon begin in the extreme southern part of the central belt and at that time hedge selling may appear.

OKLAHOMA CRUSHERS ELECT.

At the annual convention of the Oklahoma Cottonseed Crushers' Association held recently the following officers were elected: President, J. F. Rumsey, Oklahoma City; vice president, A. L. Durand, Hobart; secretary, J. H. Johnson. The executive committee consists of R. K. Wootten, sr., Chickasha; P. A. Norris, Ada; E. Cook, Guthrie; J. D. Garnett, Elk City; J. C. Brown, Muskogee; Earl Shotwell, Chandler.

The association decided to adopt the trading rules of the national association as its rules. No definite plans were made for the program of the organization during the coming season, a special meeting at a later date being considered necessary for that purpose.

Among those who addressed the gathering were J. F. Rumsey, on "The Economic Survey"; R. H. Flash, Chemist, Ft. Worth, Tex., on "Western Cottonseed"; W. C. Baker, Altus, Okla., on "Buying Cotton Seed on a Delivered Basis."

TRADE GLEANINGS

Ideal Packing Co., Newark, N. J., has been incorporated to deal in meats by Nicholas Albano.

Henry Fischer Packing Co., Louisville, Ky., is erecting an addition to its plant at a cost of \$30,000.

Albert Lea Packing Co., Albert Lea, Minn., has completed the erection of a new killing floor and additional coolers.

Birmingham Packing Co., Birmingham, Ala., has opened a branch at Dothan, Ala. Warren May will be manager at Dothan.

Pacific Meat Co., Portland, Ore., sustained a \$50,000 loss by fire recently. A 150x150-ft. two-story structure was completely destroyed.

Fire caused a loss of \$35,000 to buildings and machinery of the Blumer-Sartain Packing Co., Columbus, O. Plans for rebuilding are being rushed.

Establishment of a rabbit packing plant at St. Charles, Mo., is being considered, according to R. M. Summers, vice president of the St. Charles rabbit breeders' association.

A rabbit packing plant capable of handling 500 animals a week was opened last week at Mankato, Minn. The company is under the sponsorship of the Minnesota-Iowa Fur Co.

Jacob Vogel & Son, Cincinnati meat packers in business for more than 50 years, have discontinued operation. The company was in first-class financial condition, but decided to suspend activities in view of trade conditions.

Central States Rabbit Co., Pleasant Hill, O., has been organized and will open a packing plant at Pleasant Hill in the near future. F. H. Harmon is president, Joseph Lowe, vice president, and H. L. Latham, secretary-treasurer.

Dubuque Packing Co., Dubuque, Ia., has resumed operations after being shut down since April for remodeling and enlargement. Harry Wahlert, new president of the company, stated that \$100,000 is being spent on plant improvements.

Raisin Brook Packing Co., Monroe, Mich., distributors of rabbit meat, is to be reorganized. Ernest Moore, Flint, Mich., president of the rabbit breeders' association, has been named temporary secretary and manager of the company.

John Groce & Son Co., Circleville, O., engaged in the preparation and sale of ham and bacon since 1848, was sold by R. R. Bales to George C. Corey and Arthur C. Hunt, both of Cleveland. Mr. Corey is president of the newly-organized company.

Farmers Cottonseed Products Co., Inc., Granger, Tex., at the annual meeting elected E. M. Wilson president and W. P. Young secretary-treasurer and general manager. Men elected to the board include E. M. Wilson, W. P. Young, C. R. Starnes, D. C. Reed, J. S. Fox, T. B. Benson and A. E. Wood.

M. D. Kenton Company is the name of a new firm formed at Havana, Cuba, to deal in provisions, succeeding M. D. Kenton, who died a few weeks ago. The new company includes Gerardo Martinez, president, and Jose A. Yanez, secretary. Both were members of Mr. Kenton's staff and are well known in the trade.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were active, with lard going into new lows under liquidation and packers' pressure. Support came from shorts, and there was some speculative buying against sales of cotton oil. Hogs ruled relatively steady and the hog movement is comparatively light. Sentiment is mostly bearish in expectation of big hog run in the fall. Cash demand is fair; export interest is slow.

Cottonseed Oil.

Cotton oil is active and steady after making new season lows. Southern interests and refiners' brokers were sellers. Support was mostly covering by speculative shorts.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Aug., \$5.80 bid; Sept., \$5.76@5.90; Oct., \$5.60@5.75; Nov., \$5.25@5.60; Dec., \$5.46@5.50; Jan., \$5.50@5.60; Mar., \$5.60@5.70.

Quotations on prime summer yellow: Aug., \$5.70 bid; Sept., \$5.65 bid; Oct., \$5.45@5.75; Nov., \$5.20@5.65; Dec., \$5.25@5.75; Jan., \$5.40@5.60; Mar., \$5.50@5.75.

Tallow.

Tallow, extra, 3 3/4c.

Stearine.

Stearine, 8 3/4c.

Friday's Lard Markets.

New York, Aug. 7, 1931. — Lard, prime western, \$7.65@7.75; middle western, \$7.40@7.50; city, 7 1/4@7 1/2c; refined continent, 7 1/2@8c; South American, 7 1/2c; Brazil kegs, 8 1/2c; compound, 9 1/4c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, August 7, 1931.—General provision market steady but dull. Demand for hams and picnics poor. No call for square shoulders. Pure lard demand fair.

Friday's prices were as follows: Hams, American cut, 78s; hams, long cut, 85s; shoulders, square, 50s; picnics, none; short backs, 60s; bellies, clear, 55s; Canadian, none; Cumberlands, 66s; Wiltshires, none; spot lard, 39s 9d.

EUROPEAN PROVISION CABLES.

European provision cable summary for the week ended August 2, 1931, as reported by commercial attaches at Copenhagen, Berlin and London, gives the following reflection of conditions in the export market:

The market at Hamburg shows little alteration. All prices remain the same as last week with the exception of refined lard which was 1/4 mark per 100 kilos lower. Receipts of lard for the week were 391 metric tons, of which 129 metric tons came from Denmark. Arrivals of hogs at 20 of Germany's most important markets were 72,000 at a top Berlin price of 10.82 cents a pound, compared with 69,000, at 15.36 cents a pound, for the same week of last year.

The Rotterdam market was weak. Practically no change.

The market at Liverpool was rather

quiet. Demand was medium and prices were steady. Extra neutral lard price decreased to \$22.51 per 100 kilos. Prime oleo oil prices were lower by \$0.10 per 100 kilos. Extra oleo stock was lower by \$0.20 per 100 kilos. Refined lard quoted at \$19.90 per 100 kilos.

The total of pigs bought in Ireland for bacon curing was 17,100 for the week, as compared with 14,200 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending July 29, 1931, was 124,900 compared with 94,000, for the corresponding week of last year.

LIVERPOOL PROVISION STOCKS.

On hand on Aug. 1, 1931, with comparisons, estimated by Liverpool Trade Association:

	Aug. 1, 1931.	July 1, 1931.	Aug. 1, 1930.
Bacon, lbs.	3,078,768	3,396,424	3,860,528
Hams, lbs.	470,480	1,096,153	1,007,776
Shoulders, lbs.	151,648	74,592	95,088
Lard, steam, tierces.	1,075	827	1,130
Lard, refined, tons.	2,017	1,660	1,603

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended August 1, 1931, with comparisons:

West. drsd. meats:	Week ended Aug. 1.	Prev. week.	Cor. week, 1930.
Steers, carcasses.	7,290	7,106	7,811
Cows, carcasses.	438	402	478
Bulls, carcasses.	301	122	230
Veals, carcasses.	6,772	10,006	7,812
Lambs, carcasses.	26,894	24,801	29,965
Mutton, carcasses.	1,280	1,135	1,114
Beef cuts, lbs.	428,444	342,187	123,767
Pork, lbs.	1,454,218	1,840,227	1,670,379

Local slaughters:	Week ended Aug. 1.	Prev. week.	Cor. week, 1930.
Cattle	8,353	8,057	6,453
Calves	14,774	14,178	10,386
Hogs	27,463	31,241	30,341
Sheep	51,258	50,318	58,072

Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes 1/8c per pound on a car of product he has saved \$37.50.

If he makes 1/4c a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

If you get THE NATIONAL PROVISIONER DAILY MARKET SERVICE you know the market. You neither buy nor sell blindly.

A fractional saving on one car of product will pay for this service for an entire year. If you want full information, clip this coupon and send it with your name and address to THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

EUROPEAN HOG PEAK PASSED.

The European market for American pork products continues weak. Liverpool quotations on American green bellies during the first two weeks of July averaged lower than the June level and was also below last year's average. Ham prices were somewhat higher in July than in June but under those of a year ago.

The volume of cured pork exports from the United States has been at a low level in recent months, with June figures indicating no material change. British lard prices were easier in July than in June, but on the Continent there was a slight upward turn in recent weeks. Lard values remain well below those of a year ago and also under the prewar positions.

Exports of American lard to the United Kingdom continue in good volume, but business in lard with the Continent has been materially restricted by increased local production, as has the American trade with the Continent in cured pork.

The peak of the continental European hog production cycle has been reached, according to an early July report to the U. S. Department of Agriculture on the European hog situation. Hog marketing, however, may be expected to continue heavy throughout 1931 and into the early months of 1932. The ratio of hog and feed prices has now become definitely unfavorable in all European countries with the possible exception of Denmark. Reduced farrowings this fall, therefore, are expected.

At present, American producers are meeting severe competition from continental cured pork in the United Kingdom and continental lard in Germany. The dominant position of Denmark in the former trade is not new, but the larger imports of Danish lard into Germany is a new development. Total imports of lard into Germany have increased, but imports from the United States have declined. Lower prices and more careful observation of German consumer requirements have been factors favoring the Danish product, it is reported.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Aug. 1, 1931:

West. drsd. meats:	Week ended Aug. 1.	Prev. week.	Cor. week, 1930.
Steers, carcasses.	2,401	2,492	2,272
Cows, carcasses.	590	691	834
Bulls, carcasses.	363	425	532
Veals, carcasses.	763	1,362	1,581
Lambs, carcasses.	10,977	12,628	14,776
Mutton, carcasses.	347	627	760
Pork, lbs.	403,263	409,291	394,944

Local slaughters:	Week ended Aug. 1.	Prev. week.	Cor. week, 1930.
Cattle	1,762	1,647	1,173
Calves	2,565	2,943	2,166
Hogs	11,083	11,050	11,333
Sheep	6,623	10,185	5,109

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended August 1, 1931, with comparisons:

West. drsd. meats:	Week ended Aug. 1.	Prev. week.	Cor. week, 1930.
Steers, carcasses.	2,824	2,862	2,554
Cows, carcasses.	966	826	1,119
Bulls, carcasses.	27	25	10
Veals, carcasses.	896	927	1,465
Lambs, carcasses.	16,202	19,480	22,032
Mutton, carcasses.	830	482	590
Pork, lbs.	410,212	400,646	432,159

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Aug. 6, 1931.

CATTLE—Compared with a week ago: Fed steers and yearlings, 25c higher; grassers and shortfeds, weak to 25c lower; grass cows and heifers, generally 25@50c lower, with market on peddling basis at close, with some sales 75c to \$1.00 off on light and mediumweight heifers; low cutters and cutters, weak to 25c lower; bulls, 25@50c lower; vealers, about steady to 50c lower. Extreme top for week on fed yearlings was \$9.40; on best weighty bullocks, \$8.90; on 1,523 lbs., \$8.75. Numerous loads of heavy steers, \$8.00 @8.75. There was an active trade on all steers of value to sell at \$7.50 upward. Not many northwestern range steers here, best being light stockers up to \$6.75 and 1,200-lb. killers at \$7.25. There were quite a few southwestern grassers, bulk of these selling at \$4.25 @5.75; cake and grainfed offerings, \$7.00@7.50.

HOGS—Compared with a week ago: Weights below 240 lbs., 25@40c lower; heavier weights, steady to 10c lower; packing sows, 10@15c lower. Sharpest price break of season occurred late last week, around 25@35c of decline being regained since Monday. Week's top, \$8.15, paid today. Late bulk, 170 to 220 lbs., \$7.75@8.10; 230 to 250 lbs., \$7.35@7.75; 260 to 300 lbs., \$6.40@7.25; 310 to 380 lbs., \$5.25@6.15. Pigs were very slow at \$6.25@7.25; plain kinds, down to \$5.50; light lights, \$7.25 @7.85; packing sows, \$4.60@5.40, smooth lightweights, \$5.50@6.00; butcher sows, to \$6.25; extreme weights, \$4.50 down.

SHEEP—Compared with a week ago: Most classes 25@50c lower; common slaughter lambs, 50c@1.00 lower; top native lambs, \$7.75, paid each day this

week; best rangers, \$7.60. Today's bulks: Good and choice native ewe and wether lambs and similar grade westerns, \$6.75@7.50; native bucks, \$5.50@6.50; throwouts, \$4.00; few very thin lightweights, \$3.00 and \$3.50; fat ewes, \$2.00@3.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Aug. 6, 1931.

CATTLE—Desirable lightweight fed steers and yearlings have been relatively scarce, and with demand fairly broad closing levels are strong to 25c higher than a week ago. Some of the less attractive lighterweight steers and most of the weightier arrivals are steady to strong, while western grassers and cakefeds ruled steady to 25c lower. Choice 921-lb. yearlings scored \$9.10, a new high price for the season and the highest locally since April. Most of the fed offerings sold from \$7.25@8.50, while grassers and cakefeds went from \$4.50@7.00. Fat she stock closed steady to strong, and cutter grades are mostly 25c higher. Bulls and vealers held about steady.

HOGS—Although receipts of hogs have been very light, there has been a prevailing weakness in the trade most of the time, and final prices are 25@40c under last Thursday. Shipping orders have been narrow, and big packers have been extremely bearish. The late top rested at \$7.60 on choice 190- to 220-lb. weights, while the bulk of the 150- to 240-lb. weights ranged from \$7.15 @7.50. Most of the 250- to 340-lb. butchers went from \$5.75@6.85. Packing sows closed steady at \$4.25@5.15.

SHEEP—Fat lambs were under pressure last Friday and on the opening session this week and values broke to the extent of 35@60c. Since then a steady basis has been maintained. The

bulk of the more desirable lambs, both natives and rangers, sold at \$7.00 during the week, which was also the week's top price. A few natives ranged down to \$6.75. Mature sheep were scarce, and prices held steady. A few range ewes brought \$3.25, while the bulk sold from \$2.50@3.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Aug. 6, 1931.

CATTLE—Compared with one week ago: Fed steers sold steady to strong; other natives, weak to 25c lower; best western steers, steady; others, 25@50c lower; mixed yearlings, heifers and beef cows, steady to 25c lower; cutters and low cutters, strong to 25c higher; medium bulls, 25c lower; vealers, steady. Bulk of native steers scored \$7.00@8.75, with top yearlings at \$9.25, best matured steers \$8.60 and top heavies \$8.25. Most Western grass steers earned \$5.00@6.40; top, \$6.65. Most fat mixed yearlings and heifers brought \$7.50@8.50; medium fleshed kinds, largely \$5.90@7.00; top mixed yearlings, \$9.25; best heifers, \$8.50. Cows went mostly at \$3.50@4.50; low cutters, \$1.75@2.25. The period closed with top medium bulls at \$4.00 and best vealers at \$8.50.

HOGS—Swine prices suffered net losses of 35@60c during the Thursday to Thursday period. Top price reached \$8.00 late, with bulk of 130- to 250-lb. weights at \$7.25@7.90; 260 to 300 lbs., \$6.50@7.15. Pigs ranged from \$7.00@7.50, and packing sows from \$4.25@5.85.

SHEEP—Lamb values declined 25@50c, while sheep held steady. Bulk of lambs turned to packers at \$6.75@7.00, with choice kinds to city butchers at \$7.25@7.50; common throwouts, \$3.50; fat ewes, \$1.50@3.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Aug. 6, 1931.

CATTLE—Receipts of fed steers and yearlings were liberal, but there was a strong undertone to the market all week. Demand from all quarters showed breadth, there being a very free movement on shipping account. Prices advanced around 25c during the week, with some sales of good to choice medium weights and weighty steers as much as 50c up. She stock closed the week strong to 25c higher, heifers showing the full advance. Bulls and vealers are mostly steady. Choice 1,263-lb. steers and several loads of yearlings earned \$9.00. Weighty steers, 1,367 lbs., sold at \$8.35, and choice light heifers at \$8.85.

HOGS—Unevenness was the outstanding feature in the hog trade, and the spread in prices between light lights and heavy weight butchers was the widest for the season. Comparisons with last Thursday show lights steady to 40c lower; butchers, 25@40c down; heavy butchers, 15@65c lower; packing sows steady. On Thursday, top reached \$7.75, with the following bulks: 160 to 220 lbs., \$7.00@7.60; 220- to 250-lb. butchers, \$5.85@7.25; 250- to 350-lb. butchers, \$5.00@6.10; packing sows, \$4.00@5.40; stags, \$4.00@5.00.

SHEEP—Omaha continued to draw liberal receipts consisting for the most

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Service Dept., Washington, D. C.—C. B. Heinemann, Manager

KENNETT MURRAY

LIVE STOCK BUYING ORGANIZATION

part of range lambs, but these showing a larger percentage of feeder grades than heretofore. Market on lambs from Thursday to Thursday shows a decline of 25¢@50¢; yearling and aged sheep steady. Medium to choice range lambs sold on Thursday at \$6.00@7.00; sorted natives, \$7.00; fed clipped and woolled lambs, \$7.00; range yearlings, \$4.50@4.75; good and choice ewes, \$2.50@3.00.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)
So. St. Paul, Minn., Aug. 5, 1931.

CATTLE—Recent advances on fed steers were checked this week. Yearlings held about steady, while matured kinds, along with all grassy stock, ruling weak to 25¢ lower. Odd lots fed yearlings reached \$9.00; best carlot, \$8.50; bulk little cattle, down to \$8.00; matured offerings, \$7.00@8.00; grassy natives, \$4.00@5.50. Grass cows centered at \$3.25@4.25; well covered Montanas, \$5.60; bulk heifers, \$3.75@5.75; Montanas, \$6.50. Cutters centered at \$2.00@3.00; bulls, \$3.25@3.75. Vealers showed little change at \$6.00@8.50.

HOGS—A slight reaction occurred in the hog market, lights and butchers ruling 25¢ lower. Sows showed little change. Better 160- to 225-lb. weights sold today at \$7.00@7.40, 225 to 260 lbs., \$6.25@7.00; 260- to 300-lb. averages, \$5.50@6.25; heavier weights, down to \$5.25; sows, largely \$4.50@5.00; pigs and light lights, \$7.00, these being largely 50¢ lower.

SHEEP—Fat lambs worked unevenly 50¢, spots 75¢ lower, best range offerings going at \$7.00. Better natives, largely \$6.25@6.75; bucks, \$5.25@5.75; throwouts, \$3.50@4.00. Ewes continued unchanged at \$1.50@3.00.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Aug. 6, 1931.

CATTLE—Fed yearlings and better grade yearling heifers advanced fully 25¢ for the week. Good and choice matured steers were firm, while others remained about steady. Choice 965-lb. yearlings topped at \$9.10, mixed light yearlings scored \$9.00 and light heifers sold up to \$8.75. Medium weight heaves ranged up to \$8.50@8.60, and heavy bullocks stopped at \$8.40. Most steers and yearlings cashed at \$7.00@8.50. Grassy she stock finished weak to 25¢ lower; most beef cows late, \$3.25

@4.00. Vealers held firm; practical top, \$7.00. Medium bulls ruled steady; bulk, \$3.25@3.75.

HOGS—Light butchers encountered some difficulty and sold around 10¢ lower, while weightier kinds received considerable demand from shippers and ruled strong. Packing sows finished with little change. Top light hogs brought \$7.50 late, and most 160- to 220-lb. averages went at \$7.10@7.35. Most 230 to 260 lbs. were salable at \$6.25@7.00; 270- to 350-pounders, mainly \$5.25@6.10. Packing sows bulked \$4.35@5.35, and best lights earned \$5.40.

SHEEP—Fat lambs ruled fully 25¢ lower than a week ago, quality and unusually heavy sorting considered, as the bulk of all classes turned at \$6.50@7.00, culls ranging down to \$4.00 and top lambs stopping at \$7.00. Aged sheep showed weakness as load lots of fat ewes brought \$1.50@3.00. Odd bunches of yearlings went at \$5.00 down.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Aug. 6, 1931.

CATTLE—Fed steers and yearlings show mostly a 25¢ advance, extremes more on best light yearlings. Western grassers closed steady; better grade cows about steady; lower grades, 15¢@25¢ higher; bulls, 25¢ lower; best vealers, 25¢@50¢ higher. Week's top was \$8.65, paid for 907-lb. yearlings. Mixed yearlings and steers averaging 1,200 lbs. topped at \$8.50; straight heifers, \$8.40. Bulk of fed steers and yearlings brought \$7.50@8.50; most grassers, \$5.00@6.15; a few wintered and fed lots, \$6.35@7.00; most beef cows, \$3.25@4.50; cutter grades, \$2.00@3.25; bulls, \$2.75@3.50; top vealers, \$7.00.

HOGS—Prices tended lower notwithstanding continued small receipts and recent strength in the fresh pork trade. A tendency to narrower price spreads between light and heavy hogs was observable, but all classes weakened except sows, which figured steady to a shade higher. The butcher hog market averaged around 25¢ lower; top, \$7.50 today, excepting one short load early at \$7.60; most sales, 170 to 230 lbs., \$7.10@7.50; 240 to 270 lbs., \$6.25@7.00; 280 to 300 lbs., \$5.85@6.10; 325 to 350 lbs., \$5.50@5.75; sows, \$4.25@5.25.

SHEEP—Fat lamb prices dropped back to season's low again; top, \$7.00 for both range and native lambs.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., August 6, 1931.

Marketings of hogs at 24 concentration points and 7 packing plants in Iowa and Minnesota were of moderately light proportions and the losses of late last week mostly were regained. Compared with a week ago, prices are generally steady to 10¢ lower. Late bulk, 170 to 220 lbs., \$7.10@7.35, a few up to \$7.50 in spots; 230 to 260 lbs., largely \$6.70@7.20; most 270 to 300 lbs., \$5.85@6.60; big weight butchers, down to around \$5.25; bulk good sows, \$4.00@5.00, a few up to \$5.25.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants week ended Aug. 6:

	This week.	Last week.
Friday, July 31.....	15,700	13,500
Saturday, Aug. 1.....	15,300	15,000
Monday, Aug. 3.....	32,200	31,200
Tuesday, Aug. 4.....	7,800	7,100
Wednesday, Aug. 5.....	8,900	11,300
Thursday, Aug. 6.....	12,100	14,800

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Aug. 1, 1931:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 1.....	216,000	397,000	347,000
Previous week.....	192,000	410,000	327,000
1930.....	159,000	431,000	295,000
1929.....	224,000	505,000	276,000
1928.....	201,000	467,000	267,000
1927.....	227,000	528,000	250,000

Hogs at 11 markets:	
Week ended Aug. 1.....	352,000
Previous week.....	333,000
1930.....	334,000
1929.....	443,000
1928.....	414,000
1927.....	498,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 1.....	176,000	317,000	230,000
Previous week.....	150,000	316,000	226,000
1930.....	118,000	335,000	215,000
1929.....	166,000	382,000	212,000
1928.....	149,000	337,000	202,000
1927.....	174,000	392,000	191,000

U. S. INSPECTED HOG KILL.

At nine centers during week ended Friday, July 31, 1931:

	Week ended July 31.	Prev. week.	Cor. week.
Chicago.....	95,871	87,082	108,556
Kansas City, Kan.....	11,408	11,063	14,684
Omaha.....	29,472	27,994	39,302
*East St. Louis.....	30,754	36,393	42,394
Sioux City.....	17,861	19,538	17,167
St. Paul.....	30,346	45,180	39,132
St. Joseph.....	20,588	34,510	28,470
Indianapolis.....	10,727	12,276	14,503
New York and J. C.....	30,928	35,697	22,606

Total.....280,005 309,693 324,113

*Includes St. Louis, Mo.

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, August 1, 1931, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,598	1,005	3,740
Swift & Co.	5,095	2,043	8,029
Wilson & Co.	3,871	1,721	4,775
Morris & Co.	1,475	802	2,468
Anglo-Amer. Prov. Co.	1,551	687	...
G. H. Hammond Co.	1,770	1,251	...
Libby, McNeill & Libby.	790	...	...
Shippers	14,923	25,106	3,900
Others	5,538	23,694	14,170
Brennan Packing Co., 5,999 hogs; Independent Packing Co., 333 hogs; Boyd, Latham & Co., 546 hogs; Hygrade Food Products Corp., 4,180 hogs; Agar Packing Co., 4,301 hogs.			
Total: Cattle, 42,561; calves, 6,478; hogs, 72,556; sheep, 37,082.			
Not including 1,614 cattle, 1,403 calves, 19,546 hogs and 14,433 sheep bought direct.			

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,739	1,222	4,480
Cudahy Pkg. Co.	3,385	1,030	4,943
Fowler Pkg. Co.	339	...	...
Morris & Co.	2,678	458	3,790
Swift & Co.	410	2,648	5,507
Wilson & Co.	2,062	1,007	3,415
Others	1,455	897	242
Total	18,689	7,062	22,377

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	6,542	9,917	12,809
Cudahy Pkg. Co.	4,742	10,145	12,080
Dold Pkg. Co.	1,297	5,496	...
Morris & Co.	2,493	4,999	4,897
Swift & Co.	5,963	7,963	15,400
Others	...	29,730	...
Eagle Pkg. Co., 28 cattle; Geo. Hoffman Pkg. Co., 36 cattle; Mayrowich Pkg. Co., 2 cattle; Omaha Pkg. Co., 78 cattle; J. Rife Pkg. Co., 6 cattle; J. Roth & Sons, 64 cattle; So. Omaha Pkg. Co., 80 cattle; Lincoln Pkg. Co., 124 cattle; Nagle Pkg. Co., 800 cattle; Sinclair Pkg. Co., 302 cattle; Wilson & Co., 617 cattle.			
Total, 21,476 cattle; 68,258 hogs; 45,186 sheep.			

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,819	844	1,042	4,882
Swift & Co.	2,893	1,954	1,289	5,322
Morris & Co.	1,093	568	...	322
East Side Pkg. Co.	710	40	231	499
American Pkg. Co.	215	144	953	230
Kroy Pkg. Co.	160	131	362	...
Shippers	9,286	4,615	22,103	1,707
Others	3,357	512	5,653	...
Total	19,399	8,827	32,582	13,314
Not including 4,235 cattle, 2,213 calves, 28,201 hogs and 3,165 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,990	529	5,050	15,375
Armour and Co.	3,261	638	5,111	8,616
Others	2,195	53	8,924	3,610
Total	8,446	1,220	19,085	27,601

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,502	150	10,960	4,010
Armour and Co.	3,080	107	11,143	6,252
Swift & Co.	1,810	158	6,012	3,190
Shippers	3,876	117	25,222	...
Others	809	41	...	...
Total	11,568	633	53,346	13,461

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,111	704	861	828
Wilson & Co.	1,183	673	946	508
Others	128	34	361	...
Total	2,422	1,411	2,258	1,426
Not including 33 cattle and 812 hogs bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	715	305	1,662	2,718
Dold Pkg. Co.	593	22	1,161	...
Wichita D. B. Co.	27	...	...	...
Dunn-Ostertag	102	...	...	...
Keefe-Le Stourgeon.	58	...	...	...
Fred W. Dold.	98	...	317	...
Total	1,593	387	3,140	2,718
Not including 84 cattle and 5,633 hogs bought direct.				

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,567	2,856	10,436	3,839
Cudahy Pkg. Co.	395	979	...	...
Swift & Co.	4,221	4,516	15,598	5,250
United Pkg. Co.	2,239	113	...	...
Others	986	23	9,168	...
Total	10,378	8,289	35,172	9,069

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	683	171	1,890	3,084
Armour and Co.	577	147	859	3,608
Blayney-Murphy Co.	212	105	751	128
Others	918	156	806	2,181
Total	2,390	579	3,776	8,951

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,917	3,438	5,903	1,573
Swift & Co., Chi.	...	...	...	521
U. D. B. Co., N. Y.	35	...	...	...
E. Gums & Co.	129	172	106	31
Armour and Co., Mil.	704	1,718	...	...
Armour and Co., Chi.	24	...	...	...
N. Y. B. D. M. Co., N. Y.	77	...	...	...
Corkran, Hill, Balt.	...	...	...	...
Shippers	404	42	171	5
Others	323	343	74	411
Total	3,704	5,913	6,442	2,541

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Klingan & Co.	890	633	981	1,381
Armour and Co.	178	61	1,065	73
Indianapolis Abt. Co.	303	141	...	710
Hilgemier Bros.	...	...	...	...
Brown Bros.	122	41	100	15
Schussler Pkg. Co.	7	...	237	...
Meler Pkg. Co.	96	6	276	...
Indiana Prov. Co.	90	17	172	...
Riverview Pkg. Co.	10	...	123	...
Masses Hartman Co.	18	14	...	10
Art Wabnitz	1	33	...	49
Hoosier Abt. Co.	25	...	...	...
Shippers	858	1,784	12,890	6,982
Others	483	98	327	778
Total	3,051	2,828	16,270	9,968

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	...	4	...	714
E. Kahn's Sons Co.	1,299	245	4,549	2,036
Kroger G. & B. Co.	170	125	395	...
Lohrey Pkg. Co.	4	...	295	...
H. H. Meyer Pkg. Co.	...	...	371	...
A. Sander Pkg. Co.	...	...	339	...
J. & P. Schroth Co.	11	...	1,467	...
J. Schlachter & Sons	116	190	...	169
John F. Stegner	215	260	...	330
Ideal Pkg.	12	...	325	...
Shippers	211	789	1,065	22,940
Others	1,128	148	179	687
Total	3,161	2,061	9,285	26,876
Not including 1,716 cattle, 75 calves, 8,441 hogs and 1,415 sheep bought direct.				

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Aug. 1, 1931, with comparisons:

CATTLE.

	Week ended Aug. 1.	Prev. week.	Cor. week 1930.
Chicago	42,561	42,011	16,374
Kansas City	18,689	15,356	16,605
Omaha	21,476	20,757	15,241
St. Louis	19,399	17,233	10,205
St. Joseph	8,446	6,580	8,468
Sioax City	11,568	11,810	10,162
Oklahoma City	2,422	2,692	2,482
Wichita	1,593	1,446	826
Denver	2,390	2,037	2,219
St. Paul	10,378	10,147	6,942
Milwaukee	3,704	3,187	1,784
Indianapolis	3,051	3,764	3,490
Cincinnati	3,161	2,919	2,569
Total	148,838	140,139	97,487

HOGS.

	Week ended Aug. 1.	Prev. week.	Cor. week 1930.
Chicago	72,556	88,719	53,195
Kansas City	7,692	6,644	19,430
Omaha	68,258	60,859	60,574
St. Louis	32,582	36,297	25,739
St. Joseph	19,085	17,278	20,497
Sioax City	53,346	45,578	38,277
Oklahoma City	2,258	2,010	2,427
Wichita	3,140	2,603	4,753
Denver	3,776	3,703	5,005
St. Paul	35,172	39,287	22,493
Milwaukee	6,442	5,679	6,206
Indianapolis	16,270	22,004	27,326
Cincinnati	9,285	11,227	15,103
Total	330,134	341,888	299,527

SHEEP.

	Week ended Aug. 1.	Prev. week.	Cor. week 1930.
Chicago	87,062	50,419	38,671
Kansas City	22,377	13,096	26,000
Omaha	45,186	44,148	44,345
St. Louis	13,314	12,396	10,467
St. Joseph	22,811	22,558	...
Sioax City	13,461	15,313	15,790
Oklahoma City	1,426	907	579
Wichita	2,718	1,522	795
Denver	8,951	7,822	12,118
St. Paul	9,069	6,676	5,733
Milwaukee	2,541	2,464	1,727
Indianapolis	9,988	6,812	6,062
Cincinnati	26,876	24,166	5,913
Total	220,620	211,552	190,968

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 27	18,035	2,898	29,613	7,954
Tues., July 28	4,985	1,780	15,243	6,116
Wed., July 29	10,218	1,443	11,708	13,029
Thurs., July 30	5,804	1,354	16,062	16,029
Fri., July 31	3,571	453	15,878	10,467
Sat., Aug. 1	600	300	5,000	2,000
This week	43,193	7,728	96,493	53,944
Previous week	40,230	8,894	102,974	67,960
Year ago	28,308	7,266	114,294	57,900
Two years ago	40,438	9,443	125,196	62,906
Total receipts for month and year to Aug. 1, with comparisons:				

	1931.	1930.	1931.	1930.
Cattle	182,507	180,832	1,245,124	1,252,600
Calves	39,239	43,335	323,341	347,600
Hogs	456,306	508,579	4,486,197	4,385,000
Sheep	261,423	284,699	2,267,042	2,240,000

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 27	6,941	...	8,515	...
Tues., July 28	2,323	95	4,550	1,720
Wed., July 29	5,436	8,905	3,400	7,900
Thurs., July 30	2,058	1	4,563	1,300
Fri., July 31	749	1	4,445	1,120
Sat., Aug. 1	100	...	800	100
This week	14,701	101	25,255	4,811
Previous week	12,475	47	25,692	19,001
Year ago	7,319	13	19,639	10,340
Two years ago	13,510	170	21,304	11,874

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Aug. 1.	\$ 8.10	\$ 6.50	\$ 2.75	\$ 7.25
Previous week	7.85	6.20	2.60	7.00
1930	9.20	5.95	3.00	8.00
1929	14.25	10.85	5.90	13.50
1928	14.95	10.05	5.00	14.85
1927	11.65	9.20	6.00	13.65
1926	9.20	12.00	6.50	14.00
Av. 1926-1930	\$11.85	\$10.25	\$ 5.40	\$12.80

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Aug. 1.	28,490	71,238	49,886
Previous week	27,755	77,282	47,829
1930	20,989	94,505	41,861
1929	26,919	106,802	51,862
1928	28,881	80,572	58,549
1927	37,825	100,736	67,351

*Saturday, Aug. 1, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

*Week ended Aug. 1.	96,500	257	\$ 8.40	\$ 6.50
Previous week	102,974	257	8.23	6.25
1930	114,204	256	9.85	8.40
1929	126,195	258	12.35	10.40
1928	118,969	241	11.60	10.40
1927	138,018	253	11.10	8.20
1926	120,029	263	13.90	12.40
Av. 1925-1930	123,400	255	\$11.75	\$10.40

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Aug. 6, 1931:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. wt. (140-160 lbs.) gd.-ch.	7.25@7.85	7.50@7.90	6.90@7.35	6.75@7.45	7.00@7.50
Lt. wt. (160-180 lbs.) gd.-ch.	7.70@8.00	7.85@8.00	7.10@7.75	7.15@7.90	7.25@7.50
(180-200 lbs.) gd.-ch.	7.75@8.00	7.85@8.00	7.10@7.75	7.15@7.90	7.25@7.50
Med. wt. (200-220 lbs.) gd.-ch.	7.70@8.00	7.85@8.00	7.10@7.75	7.15@7.90	7.25@7.50
(220-250 lbs.) gd.-ch.	7.35@7.85	7.20@7.80	6.00@7.25	6.50@7.50	6.25@7.25
Heavy wt. (250-350 lbs.) gd.-ch.	6.80@7.60	6.60@7.40	5.50@6.25	6.00@6.85	5.35@6.60
Prkg. sows (275-500 lbs.) med.-ch.	4.50@6.75	4.35@5.75	4.25@5.40	4.25@5.25	4.25@5.25
Str. pigs (100-130 lbs.) gd.-ch.	6.25@7.25	6.75@7.50	6.50@7.25	6.50@7.25	7.00@7.25
Av. cost & wt. Thurs. (pigs excl.)	6.40-250 lbs.	7.35-210 lbs.	5.62-280 lbs.	6.56-255 lbs.	
SLAUGHTER CATTLE AND CALVES:					
STEERS (900-1000 LBS.):					
Choice	9.00@9.50	9.00@9.25	8.50@9.25	8.75@9.25	8.40@9.00
Good	8.25@9.00	7.75@9.00	7.75@8.50	7.50@8.75	7.50@8.40
Medium	6.50@8.25	5.50@7.75	6.75@7.75	5.50@7.50	6.50@7.50
Common	4.50@6.50	4.25@5.50	5.00@6.75	4.25@5.50	4.50@6.50
STEERS (1000-1100 LBS.):					
Choice	9.00@9.50	8.75@9.25	8.50@9.25	8.25@9.25	8.40@9.00
Good	8.25@9.00	7.50@8.75	7.50@8.50	7.25@8.75	7.50@8.40
Medium	6.00@8.25	5.50@7.75	6.75@7.75	5.50@7.50	6.00@7.50
Common	4.50@6.50	4.25@5.50	5.00@6.75	4.25@5.50	4.50@6.25
STEERS (1100-1300 LBS.):					
Choice	8.50@9.25	8.00@8.75	8.00@9.00	7.50@8.75	7.75@8.75
Good	7.75@8.50	7.00@8.00	7.25@8.50	6.75@8.00	6.75@8.00
Medium	6.00@7.75	5.25@7.00	6.00@7.50	5.25@7.00	5.50@7.00
STEERS (1300-1500 LBS.):					
Choice	8.25@9.25	8.00@8.50	7.50@8.50	7.25@8.50	7.50@8.25
Good	7.50@8.25	6.75@8.00	6.75@7.75	6.50@7.50	6.50@7.05
HEIFERS (550-850 LBS.):					
Choice	8.75@9.25	8.25@9.50	8.00@9.00	8.00@9.00	7.50@8.50
Good	6.75@8.75	6.75@8.25	7.00@8.00	6.75@8.25	6.00@7.50
Medium	4.75@7.00	5.50@6.75	5.75@7.00	5.00@7.00	4.50@6.00
Common	3.00@4.75	3.50@5.50	4.00@5.75	3.00@5.00	3.25@4.50
COWS:					
Choice	5.50@6.75	5.25@5.50	5.25@6.25	4.50@5.25	4.75@5.25
Good	3.75@5.50	4.50@5.25	3.75@5.25	3.50@4.50	4.00@4.75
Com-med.	3.00@3.75	3.25@4.50	3.00@3.75	2.75@3.50	3.00@4.00
Low cutter and cutter	2.00@3.00	1.50@3.25	1.75@3.00	1.50@2.75	2.00@3.00
BULLS (YRIS. EX. BEEF):					
Gd.-ch.	4.00@4.75	4.00@4.75	3.50@4.25	3.75@4.25	3.85@4.50
Out-med.	3.00@4.50	2.50@4.00	3.00@4.00	2.25@3.75	3.00@3.85
VEALERS (MILK-FED):					
Gd.-ch.	8.50@10.00	7.00@8.50	7.00@8.00	5.50@7.50	6.00@8.50
Medium	6.50@8.50	5.00@7.00	5.00@7.00	4.00@5.50	4.00@6.00
Out-com.	5.00@6.50	2.75@5.00	3.00@5.00	2.00@4.00	3.00@4.00
CALVES (250-500 LBS.):					
Gd.-ch.	5.00@7.00	6.50@9.00	6.00@7.50	4.50@7.00	4.00@5.00
Com-med.	3.00@5.00	3.00@6.50	3.00@6.00	2.00@4.50	2.50@4.00
SLAUGHTER SHEEP AND LAMBS:					
LAMBS:					
(90 lbs. down)—Gd.-ch.	6.75@7.85	6.50@7.25	6.75@7.00	6.25@7.15	6.25@7.00
Medium	4.75@6.75	5.00@6.50	5.25@6.75	5.00@6.25	5.25@6.25
(All weights)—Common	3.50@4.75	3.50@5.00	3.50@5.25	3.50@5.00	3.50@5.25
YEARLING WETHERS:					
(90-110 lbs.)—Med.-ch.	3.50@6.25	3.00@6.00	3.50@5.50	3.50@5.00	3.00@5.50
EWES:					
(90-120 lbs.)—Med.-ch.	2.25@3.25	2.00@3.00	2.00@3.25	2.25@3.25	2.00@3.00
(120-150 lbs.)—Med.-ch.	1.75@3.00	1.50@2.50	1.75@3.00	2.00@3.00	1.50@3.00
(All weights)—Cul-com.	.75@2.25	1.00@2.00	.75@2.00	1.00@2.25	1.00@2.00

LIVESTOCK PRICES COMPARED.

Prices of meat animals at Chicago for week ending Aug. 1, as compared with previous week and same week year ago, reported officially by U. S. Bureau Agricultural Economics:

	Week Aug. 1, 1931.	Week July 25, 1931.	Week Aug. 2, 1930.
SLAUGHTER CATTLE AND VEALERS.			
Steers (900-1,100 lbs.):			
Choice	\$ 8.94	\$ 8.68	\$10.55
Good	8.22	8.02	9.62
Medium	7.00	7.10	8.35
Common	5.70	5.95	6.35
(1,100-1,300 lbs.):			
Choice	8.55	8.12	10.55
Good	7.80	7.58	9.48
(1,300-1,500 lbs.):			
Choice	8.28	7.94	10.39
Good	7.45	7.18	9.38
Heifers (550-850 lbs.):			
Choice	8.75	8.51	9.70
Good	7.70	7.75	8.85
Medium	6.32	6.70	7.62
Cows:			
Choice	5.95	5.70	7.12
Good	4.75	4.50	6.00
Medium and medium	3.00	3.90	4.50
Vealers (milk-fed):			
Good and choice	8.88	7.02	10.65
Medium	7.15	6.42	9.40
Beef Steers Sold at Chicago Out of First Hands for Slaughter: Weighted Average.			
Choice and prime	8.41	8.10	10.16
Good	7.91	7.64	9.33
Medium	7.08	7.14	8.30
Common	5.78	6.02	6.58
Average all grades	7.85	7.07	8.91

HOGS.

Light wt. (100-150 lbs.):			
Good and choice	7.95	7.02	9.52
(150-200 lbs.):			
Good and choice	8.10	7.70	9.52
Med. wt. (200-220 lbs.):			
Good and choice	8.05	7.68	9.46
(220-250 lbs.):			
Good and choice	7.04	7.36	9.27
Heavy wt. (250-290 lbs.):			
Good and choice	6.95	6.73	8.93
(290-350 lbs.):			
Good and choice	6.22	5.91	8.03
Pkg. sows (275-500 lbs.):			
Medium and good	5.19	4.88	7.44
Pack. and ship. purchases:			
Average weight, lbs.	252	261	255
Average cost	\$ 6.59	\$ 6.13	\$ 8.61
Hogs, federally inspected slaughter at nine centers—head	290,005	309,693	324,113

SLAUGHTER SHEEP AND LAMBS.

Lambs (90 lbs. down):			
Good and choice	7.84	7.45	8.78
(90 lbs. down):			
Medium	6.42	6.02	7.48
Ewes (90-120 lbs.):			
Medium-choice	3.22	2.75	3.38
(120-150 lbs.):			
Medium-choice	2.85	2.38	3.00

RECORD LOW HOG RECEIPTS.

Hog receipts at Chicago during July at 456,306 were the smallest for July since 1910, and the average price at \$6.30 was the lowest for the month since 1907. The average weight of hogs for July was 258 lbs., which, with the exception of 1926, was the heaviest average of the month on record.

At Omaha receipts at 304,000 head were 10,400 less than in July, 1930, but with that exception were the highest for the month since 1924. The average weight at 274 lbs. was the heaviest for the month since 1923.

A record low run of hogs was received at Kansas City during the month, totaling only 69,033 head. This sets a new low not only for July but for any month at this market. The average weight was 236 lbs. and the average price \$6.24.

At the 11 principal markets receipts totaled 1,649,000, the lowest for July since 1910. These receipts compare with 1,955,000 a year ago and 2,286,000 in July, 1929.

During the first seven months of 1931 receipts at the eleven markets totaled 15,110,000 hogs, the lowest total for this seven months' period since 1914.

DENVER YARDAGE RATES DOWN.

Reduction in the yardage rates for livestock at the Denver Union Stock Yards have been announced by Renick W. Dunlap, acting secretary of agriculture, effective early in September. The order was issued July 28 and goes into effect in 45 days.

The rate on livestock received at the yards by rail is reduced from 35c to 28c per head on cattle, from 25c to 18c for calves, from 12c to 10c for hogs and from 8c to 6½c for sheep. Reductions in the same amounts are made with respect to the present rates on livestock received at the yards by truck or on foot, except that the rate on calves is reduced 6c instead of 7c. The new rates for such receipts are 33c for cattle, 21c for calves, 12c for hogs and 8½c for sheep.

It has been the practice of the Denver Yards company to yard the livestock of so-called dealers or traders without making charges therefor. The order of the department expresses the opinion that shippers should not pay the expense of this free service. Therefore the reduced rates prescribed in the order are based on the principle that a fair rate should be charged for this

service or the yards company should bear it.

The new rates to be charged to the dealers or traders in lieu of the free services heretofore rendered are 14c per head for cattle, 9c for calves, 5c for hogs and 3c for sheep and goats. The department estimates that \$100,000 annually will be saved to livestock shippers through the new arrangement.

LOS ANGELES SLAUGHTERS.

Cattle slaughter at Los Angeles for June and for the six months ended with June was the highest of record at that market. June slaughter totaled 28,390 head and in the six months period the total slaughter was 170,688, compared with 161,647 in the same period of 1930, and 152,438 in the first half of 1929.

Hog and sheep slaughter also set records for the half yearly period, hogs totaling 892,172 and sheep 526,498. June hog slaughter was the highest for that month since the establishment of the yards and sheep slaughter, with one exception, was the highest for June.

Calf slaughter for the six months period totaled 72,387, a figure which has been exceeded four times in the past.

RECEIPTS AT CENTERS

SATURDAY, AUGUST 1, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	600	5,000	2,000
Kansas City	50	4,500	1,200
Omaha	125	3,000	100
St. Louis	100	2,500	1,000
St. Joseph	200	3,000	700
Sioux City	800	300	100
St. Paul	200	500	2,800
Oklahoma City	200	300	1,500
Fort Worth	200	300	100
Milwaukee	100	700	200
Denver	100	700	100
Louisville	100	1,000	200
Wichita	200	300	500
Indianapolis	100	400	300
Pittsburgh	200	300	100
Cincinnati	200	300	100
Buffalo	200	300	100
Cleveland	200	300	100
Nashville	200	300	100

MONDAY, AUGUST 3, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	17,000	33,000	17,000
Kansas City	12,000	10,500	24,000
Omaha	5,800	6,500	4,500
St. Louis	1,700	5,500	6,500
St. Joseph	5,500	10,000	5,000
Sioux City	9,000	1,100	1,200
St. Paul	1,300	600	100
Oklahoma City	4,500	1,300	400
Fort Worth	300	1,800	900
Milwaukee	1,600	500	400
Denver	1,000	1,800	500
Louisville	1,000	2,000	5,500
Wichita	300	1,500	3,100
Indianapolis	1,000	1,500	4,600
Pittsburgh	1,000	1,800	3,000
Cincinnati	1,800	1,700	900
Buffalo	1,300	900	900
Cleveland	300	900	900
Nashville	300	900	900

TUESDAY, AUGUST 4, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	14,000	13,000
Kansas City	10,000	12,500	20,000
Omaha	5,000	6,500	3,000
St. Louis	2,500	3,800	8,500
St. Joseph	4,000	9,000	6,000
Sioux City	1,800	6,200	1,200
St. Paul	1,000	400	4,000
Oklahoma City	1,000	1,200	500
Fort Worth	600	2,100	600
Milwaukee	500	400	600
Denver	100	500	600
Louisville	400	1,700	2,000
Wichita	1,400	300	500
Indianapolis	300	1,300	3,300
Pittsburgh	200	800	1,200
Cincinnati	100	400	900
Buffalo	200	1,000	900
Cleveland	200	300	900
Nashville	200	300	900

WEDNESDAY, AUGUST 5, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	18,000	10,000
Kansas City	3,500	2,500	8,000
Omaha	7,000	14,000	12,000
St. Louis	3,500	6,000	3,500
St. Joseph	1,600	3,500	8,500
Sioux City	3,000	13,000	2,500
St. Paul	2,400	800	300
Oklahoma City	200	500	300
Fort Worth	2,700	600	1,500
Milwaukee	600	800	400
Denver	300	800	400
Louisville	100	1,200	100
Wichita	200	3,000	1,800
Indianapolis	1,100	800	1,000
Pittsburgh	300	1,900	500
Cincinnati	200	1,500	500
Buffalo	400	700	1,400
Cleveland	400	500	300
Nashville	200	500	300

THURSDAY, AUGUST 6, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	15,000	12,000
Kansas City	1,500	4,000	5,000
Omaha	4,500	14,000	1,800
St. Louis	2,500	3,500	5,200
St. Joseph	1,200	4,500	2,000
Sioux City	2,000	9,000	8,000
St. Paul	2,300	5,000	2,100
Oklahoma City	900	700	300
Fort Worth	1,500	400	300
Milwaukee	500	700	1,000
Denver	300	1,200	300
Louisville	300	800	300
Wichita	300	4,000	1,500
Indianapolis	100	500	1,000
Pittsburgh	100	1,300	2,300
Cincinnati	400	1,100	1,300
Buffalo	200	400	600
Cleveland	300	400	800
Nashville	300	300	800

FRIDAY, AUGUST 7, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	14,000	6,000
Kansas City	600	2,000	3,000
Omaha	1,300	11,500	11,000
St. Louis	1,000	5,500	1,000
St. Joseph	800	3,000	2,500
Sioux City	1,000	9,500	11,000
St. Paul	1,600	5,000	200
Oklahoma City	500	500	2,500
Fort Worth	1,100	300	2,500

Milwaukee	200	400	100
Denver	100	300	3,700
Louisville	300	600	1,000
Wichita	200	800	200
Indianapolis	300	3,500	1,200
Pittsburgh	100	1,600	800
Cincinnati	300	800	800
Cleveland	200	1,000	900
Nashville	100	200	200

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended August 1, 1931, with comparisons:

	Week ended Aug. 1.	Prev. week.	Cor. week, 1930.
Chicago	27,185	26,551	16,374
Kansas City	18,681	15,356	20,483
Omaha	22,626	18,194	13,145
St. Louis	14,325	13,062	8,224
St. Joseph	7,522	5,147	8,205
Sioux City	10,486	7,824	1,275
St. Paul	2,064	1,851	1,173
Oklahoma City	7,900	6,980	1,173
Fort Worth	1,782	1,647	804
Philadelphia	1,578	8,657	6,453
Indianapolis	8,353	4,277	4,220
New York & Jersey City	4,277	3,583	2,299
Oklahoma City	2,251	2,151	2,005
Cincinnati	1,843	2,151	2,005
Denver	1,843	2,151	2,005
Total	132,853	116,866	94,865

	Week ended Aug. 1.	Prev. week.	Cor. week, 1930.
Chicago	63,906	84,451	105,556
Kansas City	7,662	6,644	10,572
Omaha	40,176	34,222	28,739
St. Louis	10,479	18,246	14,372
St. Joseph	9,310	10,787	14,372
Sioux City	24,600	31,295	27,110
St. Paul	8,773	7,819	4,753
Wichita	3,100	1,059	11,333
Fort Worth	11,083	9,927	11,642
Philadelphia	10,324	31,241	30,341
Indianapolis	27,493	2,962	3,594
New York & Jersey City	2,962	14,162	14,424
Oklahoma City	13,246	1,845	5,134
Cincinnati	6,793	1,845	5,134
Denver	6,793	1,845	5,134
Total	239,907	267,079	312,257

	Week ended Aug. 1.	Prev. week.	Cor. week, 1930.
Chicago	47,615	51,316	38,671
Kansas City	22,377	13,089	26,233
Omaha	42,981	48,406	42,127
St. Louis	10,903	11,064	10,467
St. Joseph	23,991	10,116	20,717
Sioux City	12,408	16,343	15,876
St. Paul	2,718	907	795
Wichita	29,935	18,325	5,169
Fort Worth	9,623	10,185	5,169
Philadelphia	1,833	1,927	58,072
Indianapolis	10,324	80,315	579
New York & Jersey City	81,258	907	3,059
Oklahoma City	5,054	788	3,551
Cincinnati	5,270	788	3,551
Denver	5,270	788	3,551
Total	287,173	275,035	225,926

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended July 30, 1931, with comparisons, reported by Dominion Live Stock Branch:

	Up to 1,050 lbs.	Week ended July 30.	Prev. week.	Same week, 1930.
Toronto	\$ 6.75	\$ 6.85	\$ 8.00	\$ 8.00
Montreal	6.35	6.50	8.00	8.00
Winnipeg	6.25	6.50	7.25	7.00
Calgary	4.75	5.00	6.50	6.50
Edmonton	5.00	5.25	6.50	6.50
Prince Albert	5.00	5.25	6.50	6.50
Moose Jaw	5.25	5.50	6.50	6.50
Saskatoon	5.25	5.50	6.50	6.50

	Up to 1,050 lbs.	Week ended July 30.	Prev. week.	Same week, 1930.
Toronto	\$ 9.10	\$ 9.75	\$ 12.75	\$ 12.75
Montreal	9.50	10.50	13.00	13.00
Winnipeg	8.00	8.25	11.00	11.00
Calgary	7.75	7.75	11.75	11.75
Edmonton	7.50	8.00	12.25	12.25
Prince Albert	7.75	8.00	11.75	11.75
Moose Jaw	8.20	8.00	11.75	11.75
Saskatoon	8.45	8.00	11.75	11.75

GOOD LAMBS.

	Week ended July 30.	Prev. week.	Same week, 1930.
Toronto	\$ 9.00	\$ 9.75	\$ 11.50
Montreal	9.50	10.50	13.00
Winnipeg	8.00	8.25	11.00
Calgary	7.75	7.75	11.75
Edmonton	7.50	8.00	12.25
Prince Albert	7.75	8.00	11.75
Moose Jaw	8.20	8.00	11.75
Saskatoon	8.45	8.00	11.75

RECORD 1931 LAMB CROP.

The 1931 lamb crop of the United States is larger than the 1930 crop by about 8 per cent, equivalent to about 2,300,000 head, according to reports of the U. S. Department of Agriculture. The indicated lamb crop is 31,684,000 head, compared to 29,364,000 in 1930 and 26,637,000 in 1929. The number of lambs saved per hundred ewes one year old and over on January 1 was 89.6 in 1931, 87.4 in 1930 and 83.6 in 1929. This is the largest percentage lamb crop in the 8 years for which similar reports have been made.

Both the native and Western lamb crops were larger this year than last. The crop in the native sheep states was about 6 per cent or 600,000 head larger than in 1930. The native lamb crop this year totals 10,580,000 head, compared to 9,991,000 head in 1930 and 9,388,000 head in 1929.

The Western lamb crop of 1931 is about 9 per cent, or 1,800,000 head larger than that of 1930 and about 22 per cent larger than that of 1929.

The lamb crop is larger this year than last in all of the Western sheep states except Utah, with the largest increase in Texas where conditions were very favorable for saving a large lamb crop and where last year they were unfavorable. The lamb crop in the 13 Western states was 21,104,000 in 1931, 19,373,000 in 1930 and 17,249,000 in 1929.

NEW SLAUGHTER HOG GRADES.

(Continued from page 20.)

plished, is advantageous to producers, distributors and packers. Standards now recommended for use are tentative. Further study of their practicability will be continued by the bureau, and modification made as experience indicates such desirability.

"It is hoped that these standards will rapidly come into general use by all branches of the industry. Their effectiveness can best be determined by all practical use. The cooperation of all groups in the industry is needed. Constructive criticisms and suggestions are always welcomed by the bureau."

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended August 1, 1931, were 4,682,000 lbs.; previous week, 4,883,000 lbs.; same week last year, 3,334,000 lbs.; from January 1 to August 1 this year, 124,579,000 lbs.; same period a year ago, 17,282,000 lbs.

Shipments of hides from Chicago for the week ended August 1, 1931, were 4,036,000 lbs.; previous week, 6,286,000 lbs.; same week last year, 2,266,000 lbs.; from January 1 to August 1 this year, 108,705,000 lbs.; same period a year ago, 99,867,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended August 1, 1931:

	Week ending	New York.	Boston.	Phila.
Aug. 1, 1931	42,300	1,486	15,000	15,000
July 25, 1931	5,028	11,471	10,200	10,200
July 18, 1931	11,471	27,431	212,135	212,135
July 11, 1931	27,431	49,467	34,342	34,342
To date, 1931	492,477	37,354	622	622
Aug. 2, 1930	37,354	3,733	373,987	373,987
July 26, 1930	3,733	1,080,344	614,019	614,019
To date, 1930	1,080,344	614,019	373,987	373,987

Hide and Skin Markets

Chicago.

PACKER HIDES—The position of the hide market is not clearly defined as the week closes. Two packers sold their native and branded steers and also branded cows early in the week at unchanged prices, no light native cows moving. Some heavy native cows moved later by another packer at steady price. Prices on the New York Hide Exchange declined rapidly during the week, with nearby months \$1.25 below last week at present and late futures \$1.00 down. Some trading by outside independent packers, mentioned below, and also the movement of August hides by the local small packer association, who sell on big packer grading, at a half-cent down for most descriptions but a full cent for light native cows and extreme native steers, weakened the position of the price structure.

Two of the larger packers are offering hides at present at last week's trading prices. Buyers' ideas are a cent lower on light native cows, but some bids are reported for branded steers at a half-cent down. Packers' stocks, in general, are reported light and the holders of hides appear willing to look on for the time being, having in mind the recent more than seasonal activity of shoe manufacturers.

One packer sold 800 June-July spready native steers at 13c. Another packer sold 2,000 July-August native steers early at 12c; a car of washed native steers was moved later by an Indiana packer at 12c for August. Extreme native steers last sold at 12c by big packers.

Two packers sold 2,800 July-August butt branded steers early at 12c, and 3,000 Colorados at 11½c, steady. One lot of 2,000 heavy Texas steers sold for export to net 12.20c, Chicago; last sales locally was at 12c. Light Texas steers last sold at 11½c, and extreme light Texas steers at 11c.

One lot of 2,000 heavy native cows, forward dating, sold at 11½c, steady, around mid-week. Light native cows generally offered at 12c, with best bid 11c at the moment for Julys. Two packers sold 5,100 branded cows early at 11c, steady.

One packer sold 2,000 June-July-August native bulls at 7c, steady. Branded bulls about 6c, nom.

An outside independent packer sold 3,000 June native steers mid-week at 11½c, 900 June-July butt branded steers at 11½c, 950 May-June-July Colorados at 11c, and 2,100 June-July branded cows at 10½c.

South American market about steady but exchange rate declined. One lot of 8,000 Nacional Uruguay steers sold at \$33.50 gold, equal to 10-9/16c, c.i.f. New York, as against \$33.62½ or 11-1/16c last week.

SMALL PACKER HIDES—Small packer market cleaned up earlier locally to end of July; market dull and buyers' ideas about a cent under last trading prices of 12c for native all-weights and 11c for branded.

Local small packer association sold August production in two lots; sales mid-week were 3,000 August native steers at 11½c, 1,000 Colorados at 11c, 4,000 branded cows at 10½c, tanner business; later, five cars of August light native cows sold at 11c, and one car

extreme native steers at 11c for Exchange purposes.

COUNTRY HIDES—Country hides are slow sale, and the market is easier. Some all-weights sold early at 7½c, selected, devalered, for 48 lb. av., but best bid now 7c. Heavy steers and cows show around 7c, nom. Couple cars buff weights sold at 7c and this is bid, with some asking 7½c. Couple cars 25/45 lb. extremes sold at 9c and market generally quoted 9@9½c, with most bids in at 8½c. Bulls slow around 4½c, nom. All-weight branded quoted 6@6½c, flat, less Chicago freight.

CALFSKINS—Trading still awaited here to establish this market, which is quoted in a nominal way at 16@17c, with last trading in June regular run at 16c; market dull.

Chicago city calfskins declined another half-cent when a car 8/10 lb. sold at 11c, and a car 10/15 lb. at 14½c; buyers' ideas around a half-cent lower at present. Outside city calf quoted around 12½c, nom., for 8/15 lb.; mixed cities and countries around 10½@11c, nom.; straight countries, 10c.

KIPSKINS—Market quiet, with trading previous week in July native kipskins at 13½c for northern, southern a cent less, and over-weights at 12½c for northern.

Chicago city kipskins quoted 12c last paid, previous week; market dull. Outside cities around 11½c; mixed cities and countries 10@10½c; straight countries around 10c.

Packer regular slunks last sold at 80c; hairless 25@30c, nom.

HORSEHIDES—Market slow and demand lacking, due in part to low prices of foreign horsehides. Good city renderers quoted \$3.00@3.25; mixed city and country northern lots \$2.50@3.00 asked; straight countries around \$2.00.

SHEEPSKINS—Dry pelts steady at 9½c paid for full wools. Big packer shearlings continue in good demand for better quality goods and production light; car sold this week at 65c for No. 1's and 35c for No. 2's, with earlier sales at 62½c and 32½c. Summer pickled skins quoted \$3.37½@3.50, with last sales at Chicago at inside figure. Better quality skins at New York quoted \$4.25 per doz. last paid. Small packer lamb pelts quoted around 50c.

PIGSKINS—No interest in No. 1 strips for tanning; quoted 3@5c, nom. Fresh frozen gelatine scraps nominally 2c per lb. Chicago, for prompt and 2½c for forward shipment.

New York.

PACKER HIDES—Two packers sold their July productions early this week, total of 1,900 native steers at 12c, 2,100 butt branded steers at 12c, and 6,100 Colorados at 11½c, all steady prices. One packer still holding half of July branded hides, another holding half of natives and brands.

COUNTRY HIDES—Trading continues slow and prices a shade easier. Buff weights generally considered top at 7c, and 25/45 lb. mid-west extremes at 9@9½c, although some are held higher.

CALFSKINS—Calfskin market slow and heavy skins draggy. About 7,000 of 5-7 cities sold early at \$1.10, about steady. Some negotiations under way

on 7-9 and 9-12 skins; former quoted early at \$1.40@1.50 and 9-12's last sold at \$2.12½ for cities.

New York Hide Exchange Futures.

Saturday, August 1, 1931—Close: Aug. 10.20n; Sept. 10.60n; Oct. 11.00n; Nov. 11.50n; Dec. 11.95 sale; Jan. 12.20n; Feb. 12.50n; Mar. 12.85 sale; Apr. 13.15n; May 13.40n; June 13.70n; July 13.90 sale. Sales 15 lots.

Monday, August 3, 1931—Close: Aug. 10.20n; Sept. 10.60n; Oct. 11.00n; Nov. 11.50n; Dec. 12.00@12.05; Jan. 12.25n; Feb. 12.55n; Mar. 12.90@12.95; Apr. 13.15n; May 13.40n; June 13.70@13.85; July 13.90n. Sales 22 lots.

Tuesday, August 4, 1931—Close: Aug. 10.20n; Sept. 10.60@10.70; Oct. 11.00n; Nov. 11.50n; Dec. 12.00@12.05; Jan. 12.30n; Feb. 12.60n; Mar. 12.95@12.99; Apr. 13.25n; May 13.50n; June 13.80@13.85; July 14.00n. Sales 55 lots.

Wednesday, August 5, 1931—Close: Aug. 9.55n; Sept. 9.95n; Oct. 10.35n; Nov. 10.85n; Dec. 11.33@11.40; Jan. 11.65n; Feb. 11.95n; Mar. 12.33@12.34 sales; Apr. 12.60n; May 12.85n; June 13.15n; July 13.35n. Sales 70 lots.

Thursday, August 6, 1931—Close: Aug. 9.35n; Sept. 9.75n; Oct. 10.25n; Nov. 10.75n; Dec. 11.25@11.30 sales; Jan. 11.55n; Feb. 11.85n; Mar. 12.19 sale; Apr. 12.45n; May 12.65n; June 12.90@13.00; July 13.10 sale. Sales 68 lots.

Friday, August 7, 1931—Close: Aug. 9.10n; Sept. 9.45@9.55; Oct. 9.95n; Nov. 10.45n; Dec. 10.95 sale; Jan. 11.25n; Feb. 11.60n; Mar. 11.95@12.00; Apr. 12.25n; May 12.50n; June 12.75@12.85; July 12.95n. Sales 70 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Aug. 7, 1931, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Aug. 7.	Prev. week.	Cor. week, 1930.
Spr. nat. str.	@13	13	@13½ 14½@15
Hvy. nat. str.	@12ax	@12	@13½
Hvy. Tex. str.	@12ax	@12	@13½
Hvy. butt brand'd str.	@12ax	@12	@13½
Hvy. Col. str.	@11½ax	@11½	@13
Ex-light Tex. str.	@11ax	@11	@10½
Brnd'd cows.	@11ax	@11	@10
Hvy. nat. cows	@11½	11½@12	11½@12
Lt. nat. cows	@12	@12	@11
Nat. bulls	@7	7	@7½
Brnd'd bulls.	@6n	@6	@6½
Calfskins	@17½	16	@17
Kips, nat.	@13½	@13½	17½@17½
Kips, ov-wt.	@12½	@12½	@15½
Kips, brnd'd	@10½n	10	@10½n
Stunks, reg.	@80	@80	@1.25
Stunks, hris.	@25	@25	@30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	@12n	@12	@10½
Branded	@10½	@11n	@10
Nat. bulls	@7n	@7n	@7n
Brnd'd bulls.	@6n	@6n	@6n
Calfskins	@12½	@13n	@16½n
Kips	@12	@12	@15½n
Kips, reg.	@72½	@75	@1.15
Stunks, hris.	@25	@25	@20

COUNTRY HIDES.			
Hvy. steers	@7n	@7½	7½@8
Hvy. cows	@7n	@7½	7½@8
Butts	@7b	7½@8	8@8½
Extremes	@9½	9½@10	10@10½
Bulls	@4½n	@5	@5n
Calfskins	@10	10@10½	@13n
Kips	@10	@10	@12n
Light calf	.30	.40	@50
Deacons	.30	.40	@50
Stunks, reg.	.25	.35	.50
Stunks, hris.	.5	.6	.10m
Horsehides	.2.00@3.25	2.00@3.50	3.00@4.00

SHEEPSKINS.			
Pkr. lambs	.....	.....	.....
Sml. pkr.	.....	.....	.....
lamps	.45	.45	@50
Pkr. shearings	.65	.60	@65
Dry pelts	.35	9½@10	@10

Chicago Section

Walter B. Hulme, provision broker, spent the week-end at Cincinnati, O., visiting old friends.

E. S. Urwitz, general manager of the Dryfus Packing Co., Lafayette, Ind., was a visitor in Chicago this week.

Jay C. Hormel, president of George A. Hormel & Co., Austin, Minn., was in Chicago for a day this week.

D. P. Cosgrove, vice president of Sterne & Son Co., has gone to Canada for that long-looked-forward-to fishing trip. Let's hope he's not disappointed in the number and size of his catch.

H. J. Mayer, jr., of H. J. Mayer & Sons Co., left with his family this week on a two-weeks vacation trip to the Wisconsin Dells and other Northern Wisconsin points of interest.

L. J. Lee, of Lee & Waldron, left Thursday night with his family on a vacation trip through the mountain regions of the West. He will be gone two weeks.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 21,740 cattle, 5,427 calves, 22,004 hogs and 35,784 sheep.

H. K. Becker, vice president and general manager of the Peters Machine Co., returned this week from a month spent at Atlantic Beach and other vacation resorts in the East, accompanied by his family.

Provision shipments from Chicago for the week ended August 1, 1931, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk., 1930
Cured meats, lbs.	12,027,000	15,403,000	12,908,000
Fresh meats, lbs.	42,278,000	42,314,000	46,121,000
Lard, lbs.	5,568,000	4,587,000	4,745,000

L. A. Sucher, secretary-treasurer of the Chas. Sucher Packing Co., Dayton, O., was a caller at the office of THE NATIONAL PROVISIONER during the past week. Mr. Sucher, with his family, was returning to Dayton after an automobile vacation trip through the Central West.

John T. Agar, of the Agar Packing & Provision Co., left New York last Monday, accompanied by Mrs. Agar on an ocean vacation trip which will take him north along the Eastern sea coast to the Gulf of St. Lawrence, around the Gulf and down the St. Lawrence river to Quebec. The trip will be a leisurely one, as Mr. Agar left no definite date for his return.

IMPORT CHEESE DUTY.

Duty on imported cheese will in future be assessed on its landed weight rather than on the weight at the time of shipment, in accordance with a recent ruling of the treasury department. On investigation it was found that cheese is not improved by evaporation which may occur during transportation, thus its value is not enhanced.

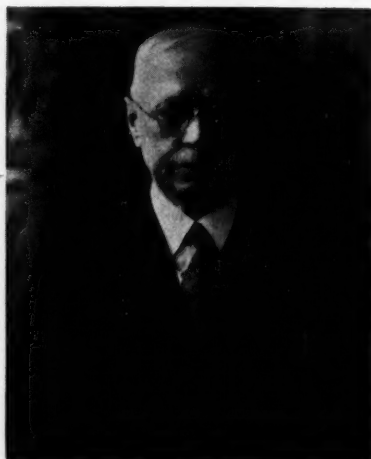
In the Good Old Days

Under this heading will appear from time to time items about and reminiscences of veterans of the meat packing industry. Contributions from "Old Timers" are invited.

SERVED TWO GENERATIONS.

When he recently retired to private life, after more than half a century spent in the casing line, Thomas McCarthy looked back on service rendered to two generations of the same family. He started work for Sigmund Oppenheimer, founder of S. Oppenheimer & Co., in 1879 as a young boy. At this time the processing of casings was operated entirely by hand. As time progressed, serving father, then son, he saw the development of mechanical manufacturing and many other improvements, which have made the casing business what it is today.

He was general superintendent of the company when he left it after 40 years of service to take a similar position with the Oppenheimer Casing Co., where his employer was Harry D. Oppenheimer, of the second generation of his employment. He has a very wide acquaintance among packers and sausage-makers both in the U. S. and Can-



FRIENDSHIP THROUGH SERVICE.

When Thomas McCarthy retired, after over half a century in the casing business, he left a host of friends and not an enemy.

ada, as he has opened up and supervised many casing cleaning plants during his career. His chosen field of endeavor required strict attention to his work, but McCarthy always found time and took the opportunity to make strong friendships and win the affection of all with whom he came in contact. His popularity is well deserved.

For the past three years Mr. McCarthy's health has not been of the best, but his indomitable courage and determination seldom allowed his co-workers to know of this condition. His

smile and energy never failed him and were the subject of much comment among his associates. He retires with the best wishes of both employers and acquaintances for a long life of health and happy leisure.

GRIM REAPER TAKES TOLL.

George F. Madsen, superintendent of the Albany Packing Co., Albany, N. Y., since the company was organized in 1924, died at the Glens Falls, N. Y., hospital on July 22. He was 61 years old. In January he suffered a nervous breakdown and received a leave of absence from his work. Since then he had spent his time between Florida and his summer home on the Schroom river in an endeavor to regain his health.

John Mueller, wholesale and retail meat dealer in Milwaukee, Wis., died last week at the age of 84. He was born in Exheim, Germany, and went to Milwaukee at the age of 16. He was known as the oldest active meat butcher in Wisconsin.

Sam Rosenthal, Trenton, N. J., who for many years conducted a retail meat store and later a wholesale meat business in that city, died on July 30 at the age of 57.

MEAT QUALITY AND FLAVOR.

(Continued from page 22.)

This work of the colleges and the government is said to be the greatest cooperative research project ever conducted in any field. It has been under way for the past seven years, having been introduced by the National Live Stock and Meat Board in 1924, and now is beginning to bring results which, it is said, are proving highly beneficial to both the live-stock producer and the meat consumer.

In their investigations the institutions are going into all phases of the subject. They are studying breeding and feeding of the meat animals, slaughter methods, processing of the meat, color and texture of meat, and on down the line including cooking of the finished product. At the conference here work of the past year will be reviewed and plans laid for the future.

The work already has upset many time honored ideas of meat cookery. For instance, boiling has been one of the accepted methods of cooking applied to meat through generations, but now, as a result of this study, it is said that meat should not be boiled; it should be simmered. Basting is another practice always followed in the cooking of roasts, but now we learn that women actually have been wasting their time standing at the stove with a ladle and dipping the drippings over the roast. And there are countless other new and revolutionary facts of great importance to the housewife which have been uncovered thus far and much yet remains to be done.

In the cooking phase of the national study literally thousands of pieces of meat have been cooked in experimental ovens. This extensive cooking work

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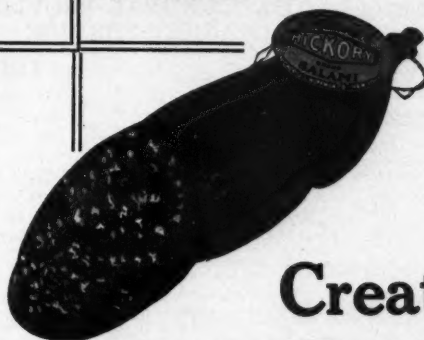
has been conducted in the Bureau of Home Economics at Washington and at the colleges and is continuing on a large scale. Tasting committees are maintained to score the final results.

The Chicago conference of workers will be presided over by Dean W. C. Coffey of the University of Minnesota, new chairman of the executive committee. The secretary is E. W. Sheets, chief of the animal husbandry division, U. S. Department of Agriculture. States which will be represented at the meeting are: Arkansas, Colorado, Georgia, Illinois, Indiana, Iowa, Kansas, Louisiana, Maryland, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oregon, South Carolina, Tennessee, Virginia and West Virginia.

SAUSAGE DEMAND INCREASES.

Another evidence of increased sausage consumption comes from a well known sausage manufacturer in the East, who stands for high quality and who reports a June production 15.78 per cent higher than in June, 1930. During the first five months of 1931 his production showed a decline of 1.22 per cent from that of the same 1930 period, but the large June increase transformed this loss into a gain for the period of 1.37 per cent.

Curtailed buying of all food products is certain to have an influence, but the soundness of a quality sausage policy has been demonstrated extensively during the past six months, as in all cases this product either has held its own or maintained a high relative position in meat sales.

**HICKORY BRAND
B/C SALAMI****Creates
Extra Profits**

Hoffman's Hickory Brand Salami will bring you extra profits. Its large public acceptance brings in the volume, its profitable margin creates profits. For extra profits, profits you couldn't begin to approach any other way, you need Hoffman's Hickory Brand Salami. Write for details.

J.S. HOFFMAN COMPANY

Chicago

New York

JUNE CASINGS IMPORTS.

Imports of sausage casings into the United States during June, 1931, as reported by the Foodstuffs Division of the Department of Commerce are:

	Sheep, lamb & goat casings. Lbs.	Other casings. Lbs.
Denmark	25,965	25,965
Germany	49,281	35,063
Netherlands	24,684	42,784
Russia	22,493	90,874
Canada	37,765	357,276
Argentina	40,000	78,293
Chile	34,454	109,595
Uruguay	14,106	78,947
British India	60,544	43,262
China	63,310	33,237
Turkey	80,848	16,428
Australia	17,250	21,187
New Zealand	31,251	27,888
South Africa		
Brazil		
Other countries		
Totals	518,238	917,217

**PACKERS COMMISSION CO.**

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EXCLUSIVE PACKERS REPRESENTATIVES
PACKING HOUSE PRODUCTS
CHICAGO
SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT
CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

ALL GREEN**PISTACHIO NUTS****BLANCHED**

"THE
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HOUSE
OF
AMERICA"

Transform your regular meat products into high-class specialties by using ZENOBLA ALL GREEN BLANCHED PISTACHIO NUTS. They are entirely blanched, always delightfully fresh, ready for immediate use, and very moderately priced. Write today for formula, price and sample.

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NEW YORK CITY

"THE
PISTACHIO
HOUSE
OF
AMERICA"

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
August 6, 1931.

REGULAR HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
8-10	14 1/2	15 1/2	16 1/2
10-12	14 1/2	15 1/2	16 1/2
12-14	14 1/2	15 1/2	16 1/2
14-16	14 1/2	15 1/2	16 1/2
16-18 range	14	14	15

BOILING HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
16-18	13	14	14 1/2
18-20	12 1/2	13 1/2	14
20-22	12 1/2	13 1/2	14
22-24	12 1/2	13 1/2	14
24-26 range	12 1/2	13 1/2	14

SKINNED HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12	15 1/2	15 1/2	16 1/2
12-14	15 1/2	15 1/2	16 1/2
14-16	15 1/2	15 1/2	16 1/2
16-18	13	13 1/2	14 1/2
18-20	11	12 1/2	13 1/2
20-22	9 1/2	11 1/2	13
22-24	9 1/2	11 1/2	13
24-26	9 1/2	11 1/2	13
26-30	8 1/2	10 1/2	12 1/2
30-35	8 1/2	10 1/2	12 1/2

PICNICS.

	Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.
4-6	11	11	11 1/2
6-8	10 1/2	10 1/2	11
8-10	7 1/2	8	8 1/2
10-12	7	8	8 1/2
12-14	7	8	8 1/2

BELLIES.

	Green. Sq. Sds.	Cured. S.P.	Dry Cured.
6-8	14 1/2	15	15 1/2
8-10	13 1/2	14 1/2	14 1/2
10-12	12 1/2	13 1/2	13 1/2
12-14	11 1/2	12 1/2	12 1/2
14-16	10 1/2	11 1/2	11 1/2
16-18	10 1/2	10 1/2	11

D. S. BELLIES.

	Clear. Standard.	Fancy.	Rib.
14-16	8 1/2	9 1/2	10 1/2
16-18	8 1/2	9 1/2	10 1/2
18-20	7 1/2	8 1/2	9 1/2
20-22	7 1/2	8 1/2	9 1/2
22-24	7 1/2	8 1/2	9 1/2
24-26	7 1/2	8 1/2	9 1/2
26-30	7 1/2	8 1/2	9 1/2
30-35	7 1/2	8 1/2	9 1/2
35-40	7 1/2	8 1/2	9 1/2
40-50	6 1/2	7 1/2	8 1/2

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	6 1/2	6 1/2
10-12	6 1/2	6 1/2
12-14	6 1/2	6 1/2
14-16	6 1/2	6 1/2
16-18	6 1/2	6 1/2
18-20	7	7 1/2
20-25	7 1/2	7 1/2

OTHER D. S. MEATS.

Extra short clears	35-45	7 1/2
Extra short ribs	35-45	7 1/2
Regular plates	6-8	6 1/2
Clear plates	4-6	6
Jowl butts	6	6
Green square jowls	6 1/2	6 1/2
Green rough jowls	6	6

FUTURE PRICES.

SATURDAY, AUGUST 1, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.50	7.67 1/2	7.47 1/2	7.55n
Sept.	7.37 1/2	7.52 1/2	7.35	7.60ax
Oct.	6.62 1/2	.....	.....	7.50
Dec. ....	.....	.....	.....	6.62 1/2
CLEAR BELLIES—				
Aug.	7.45-52 1/2	7.52 1/2	7.45	7.52 1/2
Sept.	7.00	.....	.....	7.00

MONDAY, AUGUST 3, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.57 1/2	7.60	7.55	7.50ax
Sept.	7.50	7.60	7.45	7.55
Oct.	6.65	6.65	6.62 1/2	7.50ax
Dec. ....	.....	.....	.....	6.62 1/2
CLEAR BELLIES—				
Aug. ....	.....	.....	.....	7.52 1/2n
Sept. ....	.....	.....	.....	7.00n

TUESDAY, AUGUST 4, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.52 1/2	7.52 1/2	7.35	7.37 1/2ax
Sept.	7.32 1/2	7.32 1/2	7.22 1/2	7.30b
Oct.	6.57 1/2	6.57 1/2	6.45	6.45b
Dec. ....	.....	.....	.....	.....
CLEAR BELLIES—				
Aug.	7.50	.....	.....	7.50n
Sept.	7.50	.....	.....	7.50

WEDNESDAY, AUGUST 5, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.32 1/2	7.52 1/2	7.32 1/2	7.37 1/2n
Sept.	7.27 1/2-25	7.45	7.25	7.37 1/2
Oct.	6.50	6.50	6.47 1/2	7.30b
Dec. ....	.....	.....	.....	6.47 1/2ax
CLEAR BELLIES—				
Aug.	7.20	7.62 1/2	7.20	7.50n
Sept.	7.20	7.62 1/2	7.20	7.62 1/2b

THURSDAY, AUGUST 6, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.37 1/2	7.37 1/2	7.15	7.15n
Sept.	7.25	7.25	7.05	7.15
Oct.	6.37 1/2	6.42 1/2	6.37 1/2	7.05
Dec. ....	.....	.....	.....	6.37 1/2ax
CLEAR BELLIES—				
Aug.	7.50n	.....	.....	7.50n
Sept.	7.62 1/2n	.....	.....	7.62 1/2n

FRIDAY, AUGUST 7, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.15	7.25	7.10	7.10n
Sept.	7.05	7.15	7.02 1/2	7.02 1/2ax
Oct.	6.40	7.45	7.37 1/2	7.40
Dec. ....	.....	.....	.....	.....
CLEAR BELLIES—				
Aug.	7.50n	.....	.....	7.50n
Sept.	7.62 1/2n	.....	.....	7.62 1/2n

Key: ax, asked; b, bid; n, nominal; —, split.

ANIMAL OILS.

Prime edible lard oil	@ 11 1/4
Headlight burning oil	@ 8 1/2
Prime winter strained	@ 8 1/2
Extra winter strained	@ 8 1/4
Extra lard oil	@ 7 1/4
Extra No. 1	@ 7 1/4
No. 1 lard	@ 7
No. 2 lard	@ 6 1/2
Acidless tallow oil	@ 6 1/2
20 D. C. T. neatfoot	@ 14
Pure neatfoot oil	@ 10
Special neatfoot oil	@ 7 1/2
Extra neatfoot oil	@ 7 1/2
No. 1 neatfoot oil	@ 7 1/4

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.40 @ 1.42 1/2
Oak pork barrels, black iron hoops	1.47 1/2 @ 1.50
Ash pork barrels, galv. iron hoops	1.60 @ 1.62 1/2
White oak ham tierces	2.45 @ 2.47 1/2
Red oak lard tierces	1.87 1/2 @ 1.90
White oak lard tierces	2.12 1/2 @ 2.15

CHICAGO RETAIL MEATS

Beef.

	Week ended					
	Aug. 5, '31.			Cor. wk., 1930.		
	No. 1.	No. 2.	No. 3.	No. 1.	No. 2.	No. 3.
Rib roast, hvy. end.	28	16	30	27	16	20
Rib roast, lt. end.	30	28	18	40	30	20
Chuck roast	16	12	25	21	16	20
Steaks, round	32	30	18	40	35	20
Steaks, sirlo. 1st cut.	30	20	40	35	20	20
Steaks, porterhouse	40	38	20	50	40	20
Steaks, flank	25	24	16	25	24	20
Beef stew, chuck	15	14	10	24	20	14
Corned brickets,						
bonemeal	22	21	12	32	28	18
Corned plates	9	9	8	20	18	10
Corned rumps, bns.	22	15	25	22	15	22

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	28	12	30	22
Legs	28	12	28	22
Stews	12	10	15	15
Chops, shoulders	25	20	25	20
Chops, rib and loin	40	25	50	35

Mutton.

Legs	18	..	24	..
Stew	8	..	14	..
Shoulders	12	..	16	..
Chops, rib and loin	22	..	35	..

Pork.

Loins, 8@10 av.	26	@ 30	24	@ 26
Loins, 10@12 av.	25	@ 28	24	@ 26
Loins, 12@14 av.	18	@ 22	18	@ 20
Loins, 14 and over	12	@ 15	15	@ 18
Chops	30	@ 32	27	@ 30
Shoulders	14	@ 16	16	@ 18
Butts	18	@ 20	22	@ 24
Spareribs	10	@ 12	14	@ 16
Hocks	12	@ 12	12	@ 12
Leaf lard, raw	9	@ 9	9	@ 11

Veal.

Hindquarters	22	@ 24	28	@ 30
Forequarters	12	@ 14	14	@ 16
Legs	22	@ 25	28	@ 30
Breasts	16	@ 16	16	@ 16
Shoulders	14	@ 16	20	@ 22
Cutlets	18	@ 18	18	@ 18
Rib and loin chops	34	@ 34	34	@ 34

Butchers' Offal.

Suet	@ 14	@ 4
Shop fat	@ 1	@ 2 1/2
Bone, per 100 lbs.	@ 15	@ 60
Calif skins	@ 10	@ 16
Klips	@ 10	@ 14
Deacons	@ 8	@ 12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, 1 c. l. Chicago	10 1/4	.....
Salt peter, 25 bbl. lots, f.o.b. N. Y. ....	.....	6
Dbl. refined granulated	6 1/4	.....
Small crystals	7 1/4	.....
Medium crystals	7 1/2	.....
Large crystals	8	.....
Dbl. refd. gran. nitrate of soda	3 1/2	5 1/4
Less than 25 bbl. lots .....	.....	.....
Boric acid, carloads, pwr'd., bbls., in	8 1/4	5 1/4
Crystals to powdered, in bbls., in .....	.....	.....
5 ton lots or more	9 1/4	9 1/4
In bbls. in less than 5-ton lots	8 1/2	9
Borax, carloads, powdered, in bbls., in	4 1/2	4 1/2
In ton lots, gran. or pow., bbls., in	5	4 1/2
Salt—		
Granulated, carlots, per ton, f.o.b. Chi-	.....	.....
cago, bulk .....	.....	.....
Medium, carlots, per ton, f.o.b. Chicago, .....	.....	.....
bulk .....	.....	.....
Rock, carlots, per ton, f.o.b. Chicago	8.00	.....
Sugar—		
Raw sugar, 96 basis, f.o.b. New Or-	.....	.....
leans .....	.....	.....
Second sugar, 90 basis .....	.....	.....
Syrup testing, 63 to 65 combined su-	.....	.....
crose and invert, New York .....	.....	.....
Standard gran. f.o.b. refiners (2%) .....	.....	.....
Packers' curing sugar, 100 lb. bags, .....	.....	.....
f.o.b. Reserve, La., less 2% .....	.....	.....
Packers' curing sugar, 250 lb. bags, .....	.....	.....
f.o.b. Reserve, La., less 2% .....	.....	.....

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	8	13
Cinnamon	12	16
Cloves	23	27
Coriander	8	8
Ginger	8	12 1/2
Mace	48	52
Nutmeg	18	18
Pepper, black	13	18
Pepper, Cayenne	24	24
Pepper, red	20	20
Pepper, white	20	24 1/2

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.		Week ended Aug. 5, 1931.	
Prime native steers—			
400-600	16	@16 1/4	
600-800	13 1/2	@14 1/4	
800-1000	12 1/2	@13 1/4	
Good native steers—			
400-600	14 1/2	@15 1/4	
600-800	13 1/2	@14 1/4	
800-1000	12 1/2	@13 1/4	
Medium steers—			
400-600	14	@14 1/4	
600-800	12 1/2	@13 1/4	
800-1000	12	@12 1/4	
Hefers, good, 400-600	13	@16	
Cows, 400-600	8	@10	
Hind quarters, choice		@22 1/4	
Fore quarters, choice		@22 1/4	

Beef Cuts.

	Week ended Aug. 5, 1931.		Cor. week, 1930.
Steer loins, prime	@92		
Steer loins, No. 1	@34		
Steer loins, No. 2	@26		
Steer short loins, prime	@45		
Steer short loins, No. 1	@39		
Steer short loins, No. 2	@32		
Steer loin ends (hips)	@21		
Steer loin ends, No. 2	@17		
Cow loins	@20		
Cow short loins	@20		
Cow loin ends (hips)	@14		
Steer ribs, prime	@20		
Steer ribs, No. 1	@18		
Steer ribs, No. 2	@17		
Cow ribs, No. 2	@12		
Cow ribs, No. 3	@10		
Steer rounds, prime	@20		
Steer rounds, No. 1	@17		
Steer rounds, No. 2	@16 1/2		
Steer chuck, prime	@13		
Steer chuck, No. 1	@10 1/2		
Steer chuck, No. 2	@10		
Cow rounds	@14 1/2		
Cow chucks	@8 1/2		
Steer plates	@6		
Medium plates	@4		
Briskets, No. 1	@12		
Steer navel ends	@3 1/2		
Cow navel ends	@3		
Fore shanks	@5 1/2		
Hind shanks	@3		
Strip loins, No. 1	@50		
Strip loins, No. 2	@40		
Striploin butts, No. 1	@30		
Striploin butts, No. 2	@22		
Beef tenderloins, No. 1	@65		
Beef tenderloins, No. 2	@70		
Rump butts	@18		
Flank steaks	@22		
Shoulder clods	@10 1/2		
Hanging tenderloins	@8 1/2		
Insides, green, 5@8 lbs.	@13 1/2		
Outsides, green, 5@6 lbs.	@9 1/2		
Knuckles, green, 5@6 lbs.	@12 1/2		

Beef Products.

Brains (per lb.)	@6	@10
Hearts	@9	@9
Hongues	@25	@28
Sweetbreads	@15	@23
Ortals, per lb.	@6	@10
Fresh tripe, plain	@6	@8
Fresh tripe, H. C.	@6	@10
Livers	@15	@18
Kidneys, per lb.	@10	@15

Veal.

Choice carcass	@17	18 @17
Good carcass	@15	14 @17
Insides, green, 5@8 lbs.	@13 1/2	23 @25
Good racks	@10	12 @14
Medium racks	@8	8 @10

Veal Products.

Brains, each	@6	@9
Sweetbreads	@45	@60
Calf livers	@45	@55

Lamb.

Choice lambs	@21	@20
Medium lambs	@18	@18
Choice saddles	@25	@25
Medium saddles	@25	@25
Choice forces	@15	@15
Medium forces	@15	@15
Lamb tries, per lb.	@30	@33
Lamb tongues, per lb.	@16	@16
Lamb kidneys, per lb.	@25	@25

Mutton.

Heavy sheep	@5	@7
Light sheep	@10	@11
Heavy saddles	@7	@7
Light saddles	@12	@14
Heavy forces	@6	@8
Light forces	@6	@8
Mutton legs	@13	@15
Mutton loins	@10	@13
Mutton shew	@6	@7
Sheep tongues	@10	@10
Sheep heads, each	@10	@10

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@24	@26
Picnic shoulders	@12	@12
Skinned shoulders	@11	@15
Tenderloins	@38	@50
Spare ribs	@8	@11
Back fat	@9	@18
Boston butts	@18	@19
Boneless butts, cellar trim,	@18	@23
2@4	@18	@10
Hocks	@7	@12
Tails	@7	@12
Neck bones	@4	@4
Slip bones	@10	@14
Blade bones	@9	@14
Pigs' feet	@4	@6
Kidneys, per lb.	@5 1/2	@6
Livers	@10	@10
Brains	@5	@7
Ears	@7	@9
Shouts	@7	@9
Heads	@8	@9

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@22
Country style sausage, fresh in link	@15 1/2
Country style sausage, fresh in bulk	@13 1/2
Country style pork sausage, smoked	@18
Frankfurts in sheep casings	@19 1/2
Frankfurts in hog casings	@18 1/2
Bologna in beef bungs, choice	@15 1/2
Bologna in cloth, paraffined, choice	@13 1/2
Bologna in beef middles, choice	@14 1/2
Liver sausage in hog bungs	@18 1/2
Smoked liver sausage in hog bungs	@20 1/2
Liver sausage in beef rounds	@12 1/2
Head cheese	@16
New England luncheon specialty	@22
Mixed luncheon specialty, choice	@17
Tongue sausage	@24
Blood sausage	@16
Sausage	@15
Polish sausage	@16

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@44
Thuringer Cervelat	@19
Pauser	@28
Holsteiner	@26
B. C. Salami, choice	@43
Milano Salami, choice, in hog bungs	@37
B. C. Salami, new condition	@19
Prizes, choice, in hog middles	@4
Genoa style Salami	@45
Pepperoni	@33
Mortadella, new condition	@19
Capicoll	@43
Italian style hams	@85
Virginia hams	@44

SAUSAGE MATERIALS.

Regular pork trimmings	5 1/2 @6
Special lean pork trimmings	@10
Extra lean pork trimmings	11 1/2 @12
Neck bone trimmings	@7
Pork cheek meat	@6
Pork livers	3 1/2 @4
Pork hearts	@4
Native boneless bull meat (heavy)	8 1/2 @8 1/2
Boneless chucks	@7
Shank meat	5 1/2 @6
Beef trimmings	@5 1/2
Beef hearts	@3 1/2
Beef cheeks (trimmings)	@3 1/2
Dressed canners, 350 lbs. and up	@5
Dressed cutter cows, 400 lbs. and up	@5 1/2
Dr. bologna bulls, 600 lbs. and up	@6 1/2
Beef tripe	2 1/2 @2 1/2
Pork tongues, canner trim S. F.	@6

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:	
Domestic rounds, 180 pack	.23
Domestic rounds, 140 pack	.35
Export rounds, wide	.51
Export rounds, medium	.25
Export rounds, narrow	.32
No. 1 weasands	.11
No. 2 weasands	.07
No. 1 bungs	.18
No. 2 bungs	.12
Middles, regular	1.00
Middles, select, wide, 2@2 1/2 in. diameter	1.25
Dried bladders:	
12-15 in. wide, flat	1.70
10-12 in. wide, flat	1.20
8-10 in. wide, flat	.60
6-8 in. wide, flat	.50

Hog casings:

Narrow, per 100 yds.	2.75
Narrow, special, per 100 yds.	2.10
Medium, regular, per 100 yds.	1.00
Wide, per 100 yds.	.70
Extra wide, per 100 yds.	.30
Export bungs	.13
Large prime bungs	.22
Medium prime bungs	.12
Small prime bungs	.07
Middle, per set	.25
Stomachs	.08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	\$5.00
Large tins, 1 to crate	6.00
Frankfurts style sausage in sheep casings—	
Small tins, 2 to crate	6.25
Large tins, 1 to crate	7.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate	5.25
Large tins, 1 to crate	6.25

DRY SALT MEATS.

Extra short clears	@7 1/2
Extra short ribs	@7 1/2
Short clear middles, 60-lb. av.	@11
Clear bellies, 18@20 lbs.	@7 1/2
Clear bellies, 14@16 lbs.	@8 1/2
Rib bellies, 20@25 lbs.	@7 1/2
Rib bellies, 25@30 lbs.	@7 1/2
Fat backs, 10@12 lbs.	@6 1/2
Fat backs, 14@16 lbs.	@6 1/2
Regular plates	@6 1/2
Butts	@6

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@20 1/4
Fancy skd. hams, 14@16 lbs.	@21
Standard reg. hams, 14@16 lbs.	@20
Picnic, 4@8 lbs.	@19 1/4
Fancy bacon, 6@8 lbs.	@27 1/4
Standard bacon, 6@8 lbs.	@22
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	@30
Outsides, 6@9 lbs.	@30
Knuckles, 5@9 lbs.	@36
Cooked hams, choice, skin on, fattened	@25 1/4
Cooked hams, choice, skinless, fattened	@30
Cooked picnics, skin on, fattened	@21
Cooked picnics, skinless, fattened	@22
Cooked loin roll, smoked	@39

BARRELED PORK AND BEEF.

Mess pork, regular	\$19.00
Family back pork, 24 to 34 pieces	@23.50
Family back pork, 35 to 45 pieces	@24.50
Clear back pork, 40 to 50 pieces	@16.50
Clear plate pork, 25 to 35 pieces	@14.00
Brisket pork	@15.50
Bean pork	@14.50
Plate beef	@12.50
Extra plate beef, 200 lb. bbls.	@13.50

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00
Honeycomb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	17.00
Pork feet, 200-lb. bbl.	16.50
Pork tongues, 200-lb. bbl.	20.00
Lamb tongues, long cut, 200-lb. bbl.	20.00
Lamb tongues, short cut, 200-lb. bbl.	27.00

OLEOMARGARINE.

White animal fat margarines in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@12
Nut, 1-lb. cartons, f.o.b. Chicago	@10
(30 and 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 80-lb. tubs, f.o.b. Chicago	@11

LARD.

Prime steam, cash (Bd. Trade)	@7.15
Prime steam, loose (Bd. Trade)	@6.40
Kettle rendered, tierces, f.o.b. Chgo.	@9
Refined lard, tierces, f.o.b. Chgo.	@8 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago	@9
Neutral, in tierces, f.o.b. Chicago	@9
Compound, vegetable, tierces, c.a.f. 9%	@10 1/4

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces	@6
Oleo stocks	@6
Prime No. 1 oleo oil	@5 1/2
Prime No. 2 oleo oil	@5 1/2
Prime No. 3 oleo oil	@4 1/2
Prime oleo stearine, edible	7 1/2 @6 1/2

TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre	4 1/2 @4 1/2
Prime packers' tallow	@3 1/2
No. 1 tallow, 10% f.f.a.	2 1/2 @3
No. 2 tallow, 40% f.f.a.	2 1/2 @3
Choice white grease	3 1/2 @3 1/2
A-White grease	3 1/2 @3 1/2
B-White grease, max. 5% acid	2 1/2 @3 1/2
Yellow grease, 10@15%	2 1/2 @2 1/2
Brown grease, 40% f.f.a.	2 @2 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	
Valley, points nom. prompt	5 1/2 @5 1/2
White, deodorized in bbls, f.o.b. Chgo.	5 1/2 @9
Yellow, deodorized	5 1/2 @9
Soap stocks, 50% f.f.a., f.o.b.	4 1/2 @1
Corn oil, in tanks, f.o.b. mills	5 1/2 @5 1/2
Soya bean oil, f.o.b. mills	5 1/2 @5 1/2
Cocoon oil, seller's tank, f.o.b. coast	3 1/2 @3 1/2
Refined in bbls., f.o.b. Chicago	6 1/2 @6 1/2

Retail Section

Cutting Prices Requires a Large Volume Increase to Make the Same Profit

Price cutting is a method sometimes adopted by unthinking retailers to gain a merchandising advantage and to increase their profits.

Usually the plan is a failure for two reasons—

1—Competitors quite often meet the cut. The result is, as far as any merchandising advantage is concerned, the retailer ends up just where he started. He does not increase his volume, but he does reduce his profits.

2—Cutting prices seldom results in enough additional volume to make up for the loss in profits as a result of the cut. To attract additional business, a cut must be substantial, and when such a price reduction is made, the increase in volume that must be gained to offset the loss is so great that it is seldom that it is obtained.

Retailers working on a small margin of profit may learn just what gain in volume must be made to offset price reductions, as determined by a California meat retailing expert, in the following article.

Prices and Volume

By M. F. Weber.*

There are times in the business career of a retailer when he is confronted with a loss in sales volume.

"What can I do to keep up the necessary profits?" is the question he must solve.

Frantically he will drop his selling prices to increase his sales volume. So far, so good, but does he realize how much he has to increase his sales in order to make the same amount of profit as before? If he has not stopped to figure this out, the tables below will, no doubt, startle him, but they will give him some valuable information.

Retailers, generally, are working on a gross margin of from 20 to 30 per cent of their sales. For that reason the tables are arranged to show how much the sales volume must be increased to make the same amount of profit when selling prices are decreased, working with gross margins of 20, 25 and 30 per cent.

When Margin Is 20 Per Cent.

For the retailer working on a 20 per cent gross margin:

Decrease in selling prices.	Requires increase in volume.
1%	6%
2%	12%
3%	18%
4%	25%
5%	34%
6%	43%
7%	54%
8%	67%
9%	82%
10%	100%
11%	123%
12%	150%
13%	186%
14%	234%
15%	300%

When Margin is 25 Per Cent.

For the retailer working on a gross margin of 25 per cent:

Decrease in selling prices.	Requires increase in volume.
1%	5%
2%	9%
3%	14%
4%	20%
5%	25%
6%	32%
7%	39%
8%	49%
9%	57%
10%	67%
11%	79%
12%	93%
13%	109%
14%	128%
15%	150%

When Margin is 30 Per Cent.

For the retailer working on a gross

margin of 30 per cent it figures like this:

Decrease in selling prices.	Requires increase in volume.
1%	4%
2%	8%
3%	12%
4%	16%
5%	20%
6%	25%
7%	31%
8%	37%
9%	43%
10%	50%
11%	58%
12%	67%
13%	77%
14%	88%
15%	100%

All fractions in the above tables are figured in the merchant's favor.

Following is an illustration showing how much a retailer must increase his volume of sales in order to cut his selling prices 10 per cent and maintain the same amount of profit, assuming that his original gross margin was 30 per cent.

Assume that his sales were \$2,500 per month. His gross margin on a 30 per cent basis would be \$750 per month.

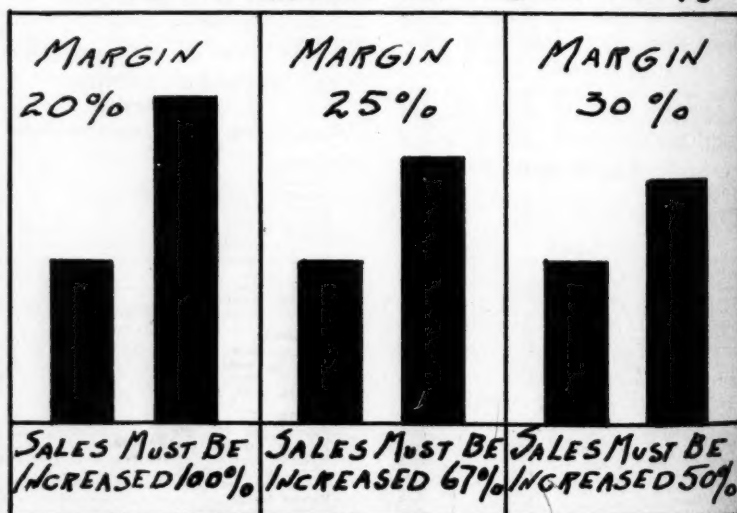
Decreasing his selling prices 10 per cent and maintaining the same \$750 gross margin, and not increasing his overhead expense, means that he must increase his sales volume 50 per cent, making his total sales \$3,750.

Example:

Original sales margin 30%
Decrease in selling prices 10%

New sales margin 20%
Twenty is 50 per cent less than 30.

WHEN PRICES ARE CUT 10%



TO MAKE THE SAME PROFIT FORMERLY MADE

*Prepared for California Retail Meat Dealers.

Therefore the new volume must be 150 per cent of the old to yield the same profit and 50 per cent is the required increase sales volume.

Original sales volume, \$2,500, multiplied by 50 per cent increase volume equals \$1,250 required increase in sales, plus \$2,500 original volume, equals \$3,750, total increased volume.

Twenty per cent of \$3,750 equals \$750, which is required gross margin.

This example proves that the sales must be increased \$1,250 per month, in order to decrease the selling prices 10 per cent when working on a 30 per cent gross margin and maintaining the gross profits of \$750 per month.

MEAT DEALERS' CONVENTION.

(Continued from page 24.)

just as wholesale prices fluctuate with live prices.

"The retail dealer has always been slow in following prices down. In fairness to him it must be said that he has been slow also in following prices up. The most successful retail distributors, however, are those who watch wholesale prices carefully and who make their own prices faithfully reflect the wholesale prices.

Watch Prices Carefully.

"When it becomes possible to move surpluses quickly through the retail stores by means of sales effort and special emphasis, the problem of fluctuating supply will be solved. Otherwise the surpluses tend to back up and compel sale at sacrifice—and sacrifice sales are not good for anybody concerned."

Mr. Lee deplored the extreme local preferences which exist in many sections and the problems in distribution which they create. He was of the opinion that people in one city or one section of the country are not so different from those in other sections and that if these meat traditions were not fostered by the retailers, they would soon cease to exist.

Following Mr. Lee came that successful apostle of the "get-together," general manager R. C. Pollock of the National Live Stock and Meat Board. This organization, made up of representatives of the producers, packers and retailers, is doing a practical job in increasing and improving meat consumption—without waste or high pressure methods. Mr. Pollock told of the homely, practical plans of his organization and asked a continuance of retailer sympathy and support.

These within-the-industry talks were just preliminaries to the main bout of the day, which was a finish fight between U. S. Senator Smith Brookart of Iowa and the devils of monopoly. The devils got the worst of it, of course, but at the end of nearly three hours of oratory the audience was pretty nearly in the same condition. The senator was billed to talk on "Fair and Equal Taxa-



LEADS WAY TO NEW DAY.

National Secretary John A. Kotal makes the model FOOD store the key-note of meat retailers' convention.

tion," but somehow failed to mention the subject in his earnest exposition of a 4 per cent plan for prosperity on the Russian model.

The annual dinner of the T-Bone Club in the evening was a great success. The T-bone steak and the rest of the menu were fully up to standard, and John Kotal was a snappy toastmaster. The speakers were Prof. Sleeter Bull of the University of Illinois and Count Anton Carlson, president of the Stockholm, Sweden, National Abattoir. Count Anton proved to know a lot about meat men and their methods, although probably he was never inside an abattoir in his life. Prof. Bull's discussion of retailer problems is referred to elsewhere in this issue of THE NATIONAL PROVISIONER.

Shop Methods and Means.

Another session of the convention was devoted to practical talks on business methods, including "How to Improve and Modernize Your Store," S. M. Templeton, International Business Machines, Corp., "Increasing Profits Through Service, Protection and Information," G. W. Head, Burroughs Adding Machine Co., "Commercial Refrigeration," J. M. Fernald, Kelvinator Corporation, "Changing Conditions and Their Effect Upon Operations of Retail Meat Shops," Roy C. Lindquist, C. P. A., Chicago.

The government representative at the meeting was that old friend and favorite of retailers, W. C. Davis, senior marketing specialist of the U. S. Bureau of Agricultural Economics. His talk on "Federal Grading and Branding of Meats" reported the constructive work done to date, and met with the enthusiastic approval of the dealers.

The last two days of the meeting were devoted to closed sessions, at which internal problems of the organization and of the trade were discussed. Resolutions growing out of these deliberations will be published in a later issue.

Problems of Meat Retailer

Some of the problems faced today by the meat retailer were discussed at the T-Bone Dinner by Sleeter Bull, associate professor of meats at the University of Illinois. He said he did this on request, and had no objection to doing so as long as he was not required to find a solution.

Analyzing the not uncommon charge that the retailer is a "profiteer," he pointed to statistics compiled by various livestock and governmental agencies which showed that the retail prices of meats had declined in reasonable unison with wholesale prices.

"The critics of the retailer overlook entirely that bugbear of all business men—overhead, or cost of doing business," he said. "If the cost of doing business had dropped proportionately with the wholesale prices of meat, we should expect retail prices to parallel wholesale prices.

Volume and Overhead.

"If the overhead remains constant, the drop in retail prices can not be in the same proportion as the drop in wholesale prices, if the retailer is to make his customary profit."

There has been no decrease in overhead in the post war period Prof. Bull said. In Chicago the minimum wage scale for butchers has advanced from \$30.00 to \$42.50 per week in the last ten years. Rents also are as high unless the owner has been fortunate enough to have had his lease expire. Losses due to bad debts have undoubtedly increased due to the general business depression.

Discussing the highly competitive nature of the retail meat field, Prof. Bull said:

"We have heard many times that competition is the life of trade. If this is true, the retail meat business is indeed lively. There has been an enormous increase in the number of retail meat markets, as any retailer knows. In 1919-20 the U. S. Department of Agriculture made a study of the retail meat industry in 28 cities in various parts of the United States. At that time there was one market for every 821 people in the towns and cities studied. Since then the number of establishments selling meat has increased greatly, due to the chain stores and the introduction of meat departments into groceries, department stores, drug stores, delicatessens, etc.

"According to the 1930 census, Chicago had one meat market for 628 people, 29 Illinois cities had one meat market for 450 people, and 26 Ohio cities had one market for 463 people. In 1920 Champaign and Urbana, Ill. had one market for 1,055 people. Now there is one market for 378 people.

Competition and Prices.

"We ordinarily think of competition as lowering prices. This is not always the case. Let us assume that the meat business in a neighborhood amounts to \$4,000 per week and is equally divided among 4 markets whose overhead is 20 per cent and whose net profit is 5 per cent. A fifth market opens up and gets its proportion of the business. Then each market does \$800 worth of business per week and no one makes any money unless prices are marked up. If prices are not increased, one

or more of the markets go broke, and the owner and his help are looking for jobs.

"In the meantime, the consumer has saved little or nothing. Soon another market opens in the same place and the vicious circle begins all over.

"A certain amount of competition, of course, increases efficiency of operation and reduces overhead. There is a point, however, below which overhead may not be reduced. When this point is reached, increased competition is a detriment to the entire livestock and meat industry. Naturally, competition does prevent profiteering.

"I think we may safely say that there is enough competition in the retail meat business today to prevent flagrant overcharging for meat. In fact, I firmly believe that retail meat prices would be materially lower if we had half the number of markets.

Consumer Demands Service.

"In this connection it should be mentioned that the increase in the number of meat markets has been due to public demand. The housewife refused 'to go to town' for her food. Hence, we have had the development of the neighborhood store. She refused to buy her groceries in one store and her meats in another. Consequently we have had the introduction of meats into the grocery store and the introduction of groceries into the meat market.

"The cure is not as simple as would appear offhand. It is easy to say, 'reduce the number of retail markets.' It is difficult to do so, particularly as long as the public demands markets which are conveniently located and pays for the service, even though grudgingly.

"The chain store will not effect a cure unless it handles meat much more efficiently than it now does. Packer-owned markets, in my opinion, would only aggravate the situation by increasing the number of markets. Then too, very few packers are strong enough financially or desire to attempt the experiment, even if they were permitted to do so. It is easy to say, 'reduce wages, rents, and other items of overhead.' Such reductions involve a lowering of our standard of living and are very difficult even if desirable.

Cutting Out the Peddler.

"The elimination of middlemen between the packer and retailer, such as jobbers, peddlers, etc., would help. According to the census in 1929, packers sold 73 per cent and jobbers sold 27 per cent of the meat in 37 large cities. If the jobbers made only 5 per cent gross profit the consumers had to pay \$12,000,000 more for their meat in these 37 cities."

Prof. Bull also discussed the importance of knowing costs and the methods of figuring these costs. He pointed to the desirability at this time of retailers using beef cuts for "leaders" as an aid to the cattle industry and a means of increasing retailer volume.

CONVENTION NOTES.

John T. Russell, Adolph and Chas. Kaiser and Otto Kleinfeld were among the Chicago leaders present.

George Kramer, past national president, national treasurer Chas. Schuck and state president David Van Gelder represented the New York area.

Jake Herman, past national president

and Wisconsin leader, was about the only member of the Milwaukee old guard left. But Jake made up for it in hustling hospitality.

Set of tools donated by A. C. Wicke Mfg. Co., New York City, was won by retailer A. F. Walker of Rochester. Frank Eckert of Chicago won a set given by another company.

Herman Irrig and Albert Walker of Rochester, N. Y., flew to the convention. Somebody warned them there was no landing field, so they just lit on the hotel lawn. Herman might be nicknamed the "Pint of Pep."

Fred Kaiser, who operates 30 meat markets at Decatur, Ill., got together with his New York cronies of the old days. He formerly ran two shops on Amsterdam avenue, New York City. "Go West and grow big," says Fred.

Medals for meritorious service to the trade and the association were pinned on David Van Gelder of New York, I. W. Ringer of Seattle and president Chas. Kroh of Cleveland by chairman Margerum during the T-Bone Club dinner. They are a hard-working trio, and they deserved the honor.

Fred Berg, of Los Angeles, with Mrs. Berg to help him, certainly did his best to capture the 1932 convention. They plastered the convention with beautiful booklets and shook hands with everybody, and got a 100 per cent vote of popularity. But foxy Phil Provo and quiet August Schmidt sneaked in and won the convention for near-by Toledo.

Speaking of meats to fit the low-price situation, Swift & Company had an Oreole case filled with attractive packaged products that would sell for less than 20c lb. The display included pork feet, kidneys, cutlets, tails, lamb hearts, veal livers, ox tail, etc. They were hard frozen and held at 5 deg. below zero in the new Oreole case. If meats sell on appearance, they would increase the retailer's volume readily.

Packers were well represented at the convention. R. H. Gifford, James Rose, G. C. Cain and R. E. Whitson were there for Swift & Company. President T. George Lee, advertising manager T. F. Driscoll, public relations director R. D. MacManus and sales expert F. D. Warner represented Armour and Company. John C. Cutting, advertising and publicity manager for Wilson & Co., and J. W. McElligott of the Cudahy Packing Co. also were present. J. C. Hormel, president of Geo. A. Hormel & Co., dropped in for one day, and general manager Karl Welhener of the Indianapolis Abattoir Co. also was a guest.

OFFICERS FOR NEW YEAR.

Officers elected for the new year are: President, Wm. B. Margerum, Philadelphia; first vice-president, Chris Christoferson, Omaha; second vice president, W. T. Stroh, Baltimore; secretary, John A. Kotal, Chicago; treasurer, Chas. Schuck, New York; directors, two years, I. W. Ringer, Seattle, Wash; A. J. Gahn, Milwaukee; one year, A. J. Kaiser, Chicago; outer guard, Jos. Pfeleger, St. Louis; inner guard, Chas. Haag, Cleveland; sergeant-at-arms, Philip Provo, Toledo, O.

Toledo won the race for the next convention in a spirited contest with Los Angeles. Taking a lesson from the August heat at West Baden, the delegates fixed May as the time.

NEWS OF THE RETAILERS.

The Fillmore Palace Market has engaged in business at 1345 Fillmore st., San Francisco, Cal.

The Ritchie Brothers Meat Market has engaged in business at 1701 Taraval st., San Francisco, Cal.

John Hasenberg has engaged in the sausage manufacturing business at 419 Mendell st., San Francisco, Cal.

August Stefans has succeeded to the meat and grocery business of Stefans & Jacobsen, at 9427 East 14th st., Oakland, Cal., while Carl Jacobsen has taken over the management of the store at 9735 East 14th st.

The John Hodel meat and grocery store, 28th and Chester ave., Bakersfield, Cal., was burned. Loss estimated at \$3,000.

The Walla Walla, Wash., Meat & Cold Storage plant was destroyed by fire.

J. J. Ulrich has sold an interest in the Queen City Meat Market, Puyallup, Wash., to E. E. Kurtz.

E. W. Plummer has engaged in the meat and grocery business at 910 Belmont st., Portland, Ore.

Adolph Kaufman has purchased the Triangle Meat Market at 1340 East Madison st., Seattle, Wash.

The Peoples Market, owned by Vic Vehrs and Wm. Colby, Condon, Ore., was damaged by fire.

George Andros has engaged in the meat business at 144 14th st., Portland, Ore.

Thos. J. Kenney has purchased a half interest in the meat market of Chas. M. Wirges, at Tacoma, Wash.

Douglas & Sons have moved the meat market to the front of their store at 227 East Congress st., Tucson, Ariz.

The Central Drive In Market, Tucson, Ariz., has been opened on the corner of Stone ave. and Broadway, by Chas. Masseh.

Dick Dando and Ed. Mendenhall have opened the Quality Market at New Plymouth, Ida.

The New Plymouth Mercantile Co. is adding a fresh meat department to their store at New Plymouth, Ida.

Peter Deonigi has engaged in business at 986 Bailey st., Seattle, Wash., under the name of the International Meat & Grocery Co.

The Elpers & Fettig Market, Logansport, Ind., has been completely remodeled and equipped with two 12-ft. refrigerating display counters.

Frank Rossmar has purchased the meat market of Julius Braase at Schleswig, Ia.

Kenneth Anderson has purchased the meat business of Harold Paxton, Toledo, Ia.

Otto Trettel opened a meat market at Little Falls, Minn., Aug. 1.

Fred Stedfeldt has purchased the meat market of Clarence Gosner at Malta, Mont.

R. W. Peterson will open a meat market at Wayne, Neb.

Balfanz Bros. will open a meat market and grocery business at 3726 W. Lisbon ave., Milwaukee, Wis.

A. F. Alderman, Rice Lake, Wis., is planning to add a meat department to his grocery business.

Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

SAUSAGE FOR SUMMER TRADE.

The needs of a carefully prepared meal, a hasty meal, a picnic luncheon or a midnight feast are met in a booklet of sausage recipes entitled "67 New and Appetizing Ways to Serve Sausage."

The booklet includes recipes furnished in a special contest and submitted by home economic authorities, teachers, chefs, home demonstration agents, editors of household pages and others whose word is recognized as authoritative in the food world.

The recipes have been selected after careful test because they were original, practical and presented palatable foods. They are classified under sausage appetizers, including antipasto, which consists of an assortment of sausages and other appetizers, liver sausage canapes and other sausage canapes; a long list of entrees of which sausage constitutes the principal part; salads and cold dishes; sandwiches of sausage; and hot bread specialties including sausage.

The booklet is attractively illustrated, contains 31 pages, was compiled by The Household Science Institute and is published and distributed by the Visking Corporation, Chicago.

AMONG RETAIL MEAT DEALERS.

Max Strahl, a member of South Brooklyn Branch, opened another market last Saturday at 7th avenue and 49th st., Brooklyn. Mr. Strahl's other store is at 77th st. and 5th ave.

Frank P. Burck, Brooklyn Branch and Mrs. Burck, official hostess of the Ladies' Auxiliary, have been week ending at Baldwin, L. I., where Mrs. Burck's niece has a cottage.

Mrs. Charles Hembdt and her two younger daughters have spent the last two weeks at their country home, Croton Lake.

Charles Schuck, national treasurer, with Mrs. Schuck, motored to the convention at West Baden, Ind.

Mr. and Mrs. Walter Lundblad, the latter daughter of business manager Fred Hirsch, left last Friday for a three weeks' trip to California.

Mrs. Anton Hehn, who accompanied her husband, president of Brooklyn Branch to the national convention, made a visit to Louisville on Monday.

Past national president George Kramer and state president David Van Gelder were buddies on the trip to the national convention to West Baden.

Edwin W. Williams, manager of Ye Olde New York Branch of Retail Meat Dealers, has been appointed editor of the Bulletin, the official organ of the branch, to succeed L. O. Washington, who recently passed away.

NEW YORK NEWS NOTES.

President George A. Schmidt, Stahl-Meyer, Inc., is back at his desk after having spent a delightful month in Maine.

Paul Flynn, statistical department, Armour and Company, New York, has chosen the next few weeks for his vacation.

A. E. Woolsey, produce department, Swift & Company, central office, New York, is spending his vacation at Spring Lake, N. J.

J. J. Wilke, head of the oleomargarine department, Wilson & Co., Chicago, spent a few days in New York during the past week.

E. B. Tustin, jr., Worcester Salt Co., has just returned to New York after having spent several weeks motoring through Maine.

J. J. Moone, office manager, New York Butchers Dressed Meat Co., just returned from a vacation spent at Asbury Park, N. J.

Vice president J. D. Cooney, head of the legal department, Wilson & Co., Chicago, spent several days in New York during the past week.

Michael M. Rosenthal, secretary of Nathan Strauss, Inc., has tendered his resignation as an officer and director of the company, as of August 8.

Pendleton Dudley, Eastern representative, Institute American Meat Packers, whose offices are in New York, is vacationing at Paul Smith's, in the Adirondacks.

Miss I. M. Cromie, secretary to Samuel Slotkin, president of Hygrade Food Products Corporation, and her sister Jean will spend the next few weeks at Sunset Park Inn, Haines Falls, N. Y.

J. H. Lawrence, manager, Jacob Dold Packing Co., Williamsburg branch, has just returned to his duties after having spent a few weeks at Lake George, where he and his family had a most enjoyable time.

Announcement has been made by Eugene DeBea, Inc., of 207 Market ave., Wallabout Market, Brooklyn, N. Y., of the appointment of Andrew Bruggner, formerly credit manager of Adolf Gobel, Inc., as treasurer of the new company.

Meat, fish, poultry and game seized and destroyed in the city of New York by the Health Department during the week ended August 1, 1931, was as follows: Meat.—Brooklyn, 116 lbs.; Manhattan, 531 lbs.; Bronx, 35 lbs.; total, 682 lbs. Fish.—Brooklyn, 43 lbs. Poultry and Game.—Manhattan, 34 lbs.

MEAT INSPECTION CHANGES.

Changes in the federal meat inspection service are reported officially as follows:

Inspection granted — *Otto Arns, Cumberland ave., North Attleboro, Mass.; Marston's Hash Co., 159 Elliott st., Danvers, Mass.; Tri-State Refining Co., North End Thomas st., Memphis, Tenn.; Krainin's Kosher Sausage Factory, Inc., 1115 Fleeman ave., Brooklyn, N. Y.; Maestro Bros., 511 Seventeenth st., Union City, N. J.

Inspection withdrawn.—Italian Sausage Works, 442 West Chicago ave., Chicago, Ill.; P. H. Butler Co., Seventeenth st. and Penn ave., Pittsburgh, Pa.; William Moland's Sons, Inc., 120 Market st., Philadelphia, Pa.; Royal Packing Co., Adams st. and Osage ave., Kansas City, Kan.

Change in name.—Georgia Foods, Inc., 467 Stephens st., S. W., Atlanta, Ga., instead of Bilt-More Packing Co., Inc.; Zanesville Provision Co., State and Walnut sts., Zanesville, O., instead of The New Zanesville Provision Co.

*Conducts slaughtering.

Independent Meat Packers and Wholesale Sausage Makers

who have been experiencing difficulties in maintaining net profits or their position in the field may well take advantage of the services of a highly successful Packing-house Executive on a professional basis. Thoroughly versed in finance, accounting, cost control, organization, merchandising and problems of management. His experience of many years in small and large plants is available on a part-time basis to aid you in solving your problems.

Negotiations solicited with firms located in the East or Middle West

BOX 621

THE NATIONAL PROVISIONER, 295 Madison Ave., New York City

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers	7.50@7.60
Cows, medium	4.00@4.50
Bulls, light to medium	3.50@4.75

LIVE CALVES.

Vealers, good to choice	8.50@10.00
Vealers, fair to good	8.50@8.60

LIVE LAMBS.

Lambs, good to choice	7.50@8.00
Lambs, medium	6.00@7.25
Lambs, culls	4.00@5.50

LIVE HOGS.

Hogs, 160-220 lbs.	8.40@8.40
Hogs, 225 lbs.	7.75@8.00
Hogs, 420 lbs.	6.50@6.75

DRESSED HOGS.

Hogs, heavy	10.50@10.75
Hogs, 180 lbs.	10.75@10.75
Pigs, 80 lbs.	10.75@10.75
Pigs, 80-140 lbs.	10.75@10.75

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	16@17
Choice, native, light	17@18
Native, common to fair	15@16

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	15@16
Native choice yearlings, 440@600 lbs.	16@17
Good to choice heifers	14@15
Good to choice cows	12@13
Common to fair cows	10@11
Fresh bologna bulls	8@9

BEEF CUTS.

	Western.	City.
No. 1 ribs	22@24	21@23
No. 2 ribs	19@21	19@20
No. 3 ribs	16@18	17@18
No. 1 loins	26@28	28@30
No. 2 loins	23@25	25@27
No. 3 loins	20@22	22@24
No. 1 hinds and ribs	20@23	20@23
No. 2 hinds and ribs	19@20	19@20
No. 3 hinds and ribs	17@18	18@19
No. 1 rounds	17@18	17@18
No. 2 rounds	15@16	15@16
No. 3 rounds	14@15	15@16
No. 1 chucks	10@11	9@11
No. 2 chucks	8@9	8@9
No. 3 chucks	7@8	7@8
Bolognas	8@9	9@10
Rolls, reg., 4 1/2 lbs. avg.	22@23	22@23
Rolls, reg., 4 1/2 lbs. avg.	17@18	17@18
Tenderloins, 4 1/2 lbs. avg.	50@60	50@60
Tenderloins, 5 1/2 lbs. avg.	50@60	50@60
Shoulder clods	10@11	10@11

DRESSED VEAL.

Choice	18@20
Good	17@19
Medium	14@17
Common	11@13

DRESSED SHEEP AND LAMBS.

Lamb, choice	19@21
Lamb, good	17@19
Sheep, good	9@10
Sheep, medium	7@9

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	23@25
Pork tenderloins, fresh	40@45
Pork tenderloins, frozen	35@40
Shoulders, city, 10@12 lbs. avg.	15@16
Shoulders, Western, 10@12 lbs.	12 1/2@13
Butts, boneless, Western	17@18
Butts, regular, Western	15@16
Hams, Western, fresh, 10@12 lbs. av.	16@17
Hams, city, fresh, 6@10 lbs. av.	24@25
Picnic hams, Western, fresh, 6@8 lbs.	11@12
average	16@17
Pork trimmings, extra lean	16@17
Pork trimmings, regular 50% lean	8@9
Spareribs, fresh	9@10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	22@24
Hams, 10@12 lbs. avg.	21@22 1/2
Hams, 12@14 lbs. avg.	19@21
Picnics, 4@6 lbs. avg.	16@17
Picnics, 6@8 lbs. avg.	15@16
Kolletts, 8@10 lbs. avg.	16@17
Beef tongue, light	20@22
Beef tongue, heavy	24@26
Bacon, boneless, Western	24@25
Bacon, boneless, city	20@21
Pickled bellies, 8@10 lbs. avg.	18@19

FANCY MEATS.

Fresh steer tongues, untrimmed	24c a pound
Fresh steer tongues, i. c. trim'd	40c a pound
Sweetbreads, beef	30c a pound
Sweetbreads, veal	75c a pair
Beef kidneys	15c a pound
Mutton kidneys	11c each
Livers, beef	35c a pound
Oxtails	12c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	1/4
Breast fat	1
Edible suet	2 1/4
Cond. suet	1 1/4

GREEN CALFSKINS.

	5-9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	1.10	1.45	1.50	2.25
Prime No. 2 Veals	.8	1.25	1.30	2.00
Buttermilk No. 1	6	1.10	1.15	1.20
Buttermilk No. 2	4	.85	.90	.95
Branded Gruby	3	.55	.60	.70
Number 3	3	.50	.55	.60

BUTTER.

Creamery, extra (92 score)	25 1/4
Creamery, firsts (88 to 89 score)	23 1/4
Creamery, seconds (84 to 87 score)	21 1/4
Creamery, lower grades	19

EGGS.

(Mixed colors.)

Extra dozen	23
Extra, firsts, dozen	20
Firsts	19
Checks	13

LIVE POULTRY.

Fowls, colored, fancy via express	25
Fowls, Leghorns, fancy, via express	21

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	22
Western, 48 to 54 lbs. to dozen, lb.	21
Western, 43 to 47 lbs. to dozen, lb.	20
Western, 36 to 42 lbs. to dozen, lb.	18
Western, 30 to 35 lbs. to dozen, lb.	17

Fowls—fresh—dry pkd.—12 to box—prime to fry:	
Western, 60 to 65 lbs. to dozen, lb.	27
Western, 48 to 54 lbs. to dozen, lb.	25
Western, 43 to 47 lbs. to dozen, lb.	23
Western, 36 to 42 lbs. to dozen, lb.	21
Western, 30 to 35 lbs. to dozen, lb.	20

Chickens, fresh, 12 to box, prime:	
Broilers, under 17 lbs.	30

Ducks—	
Long Island	17

Squabs—	
White, ungraded, per lb.	25

Turkeys, frozen—dry pkd.:	
Young toms, choice	39
Young hens, choice	36

Fowls, frozen—dry, pkd.—12 to box—prime to fry:	
Western, 60 to 65 lbs. to dozen, lb.	26
Western, 48 to 54 lbs. to dozen, lb.	25
Western, 43 to 47 lbs. to dozen, lb.	23

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended July 30, 1931:

	July 24	25	27	28	29	30
Chicago	23 1/4	23 1/4	24 1/4	24 1/4	24 1/4	24 1/4
New York	25	25	24 1/4	25 1/4	25 1/4	25 1/4
Boston	23 1/4	23 1/4	25	25 1/4	25 1/4	25 1/4
Phila.	26	26	25 1/4	26 1/4	26 1/4	26 1/4

Wholesale prices carlots—fresh centralized butter—90 score at Chicago.

	23 1/4	23 1/4	23 1/4	24 1/4	24 1/4	25
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	Wt. to Prev.	Last	—Since Jan. 1—
	July 30.	week.	year.
Chicago	40,068	47,354	41,064
N. Y.	57,565	60,407	62,237
Boston	15,597	21,590	20,552
Phila.	15,185	16,382	16,681

Total	128,735	145,733	140,534
Cold storage movement (cases):			

	In	Out	On hand	Same
	July 30.	July 30.	July 31.	week-day
Chicago	2,566	3,899	1,616,627	1,846,432
New York	7,149	6,915	1,764,376	1,912,596
Boston	1,094	401	274,245	270,496
Phila.	1,424	1,009	272,516	328,516
Total	12,233	11,724	3,927,766	4,358,042

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton	23.00
ex vessel Atlantic and Gulf ports	
Ammonium sulphate, double bags,	
per 100 lb. f.a.s. New York	1.25
Blood dried, 15-16%, per unit	1.75
Fish scrap, dried, 11% ammonia, 10%	
B. P. L. f.o.b. fish factory	3.00 & 10c
Black guano, foreign, 15@14% ammo-	
nia, 10% B. P. L.	3.25 & 10c
Fish scrap, acidulated, 6% ammonia	
3% A. P. A. Del'd Balt. & Norfolk	2.50 & 50c
Soda Nitrate in bags, 100 lbs. spot	2.00
Tankage, ground, 10% ammonia	
15% B. P. L. bulk	1.75 & 10c
Tankage, unground, 9@10% ammo.	1.50 & 10c

Phosphates.

Foreign, bone meal, steamed, 3 and	
50 bags, per ton, c.i.f.	21.00
Bone meal, raw, India, 4 1/2 and 50	
bags, per ton, c.i.f.	22.50
Acid phosphate, blk. f.o.b. Nutri-	
more, per ton, 16% fat	1.00

Potash.

Manure salt, 20% bulk, per ton	12.00
Kalnit, 14% bulk, per ton	13.75
Muriate in bags, basis 80%, per ton	13.75
Sulphate in bags, basis 90%, per ton	14.50

Beef.

Cracklings, 50% unground	1.00
Cracklings, 60% unground	1.00

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.,	
per 100 pieces	75.00@85.00
Flat shin bones, avg. 40 to 45 lbs.,	
per 100 pieces	65.00@75.00
Black or striped hocks, per ton	45.00@55.00
White hocks, per ton	45.00@55.00
Thigh bones, avg. 85 to 90 lbs., per	
100 pieces	75.00@85.00
Horns, according to grade	75.00@85.00

MEAT IMPORTS AT NEW YORK.

For week ended July 31, 1931:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef		370,000 lbs.
Canada—Bacon		3,120 lbs.
Canada—Calf livers		112 lbs.
England—Ham		382 lbs.
Germany—Ham		1,120 lbs.
Germany—Sausage		1,806 lbs.
Germany—Bacon		220 lbs.
Holland—Ham		300 lbs.
Holland—Sausage		17,810 lbs.
Ireland—Bacon		2,021 lbs.
Ireland—Ham		456 lbs.
Italy—Sausage		550 lbs.

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

Emil Kohn, Inc. Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse

407 East 31st St.

NEW YORK, N. Y.

Caledonia 0113-0114

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